Board of Trade Journal

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Front cover photograph

A Track-Marshall 55 crawler tractor, owned by Mr. D. J. Cunningham, Deloraine, Tasmania, hauling an offset disc plough. The Track-Marshall, which operates 8 – 10 hours per day, averages 2·7 acres per hour on similar gradients to this. Mr. Cunningham's tractor has already completed more than 1,000 hours on this work. During the past 12 months the makers of the Track-Marshall, Marshall Sons and Company Limited of Gainsborough, have exported machinery worth over £300,000 to Australasia.

SUBSCRIPTIONS, ADVERTISEMENTS, REPRINTS

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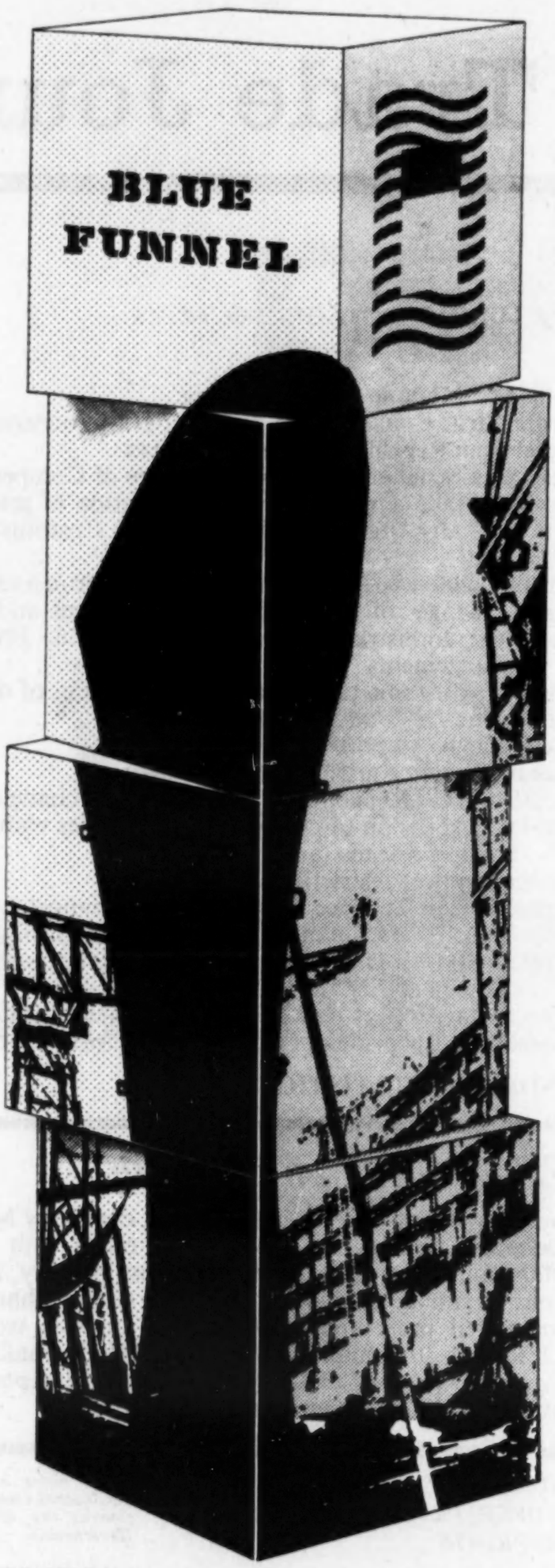

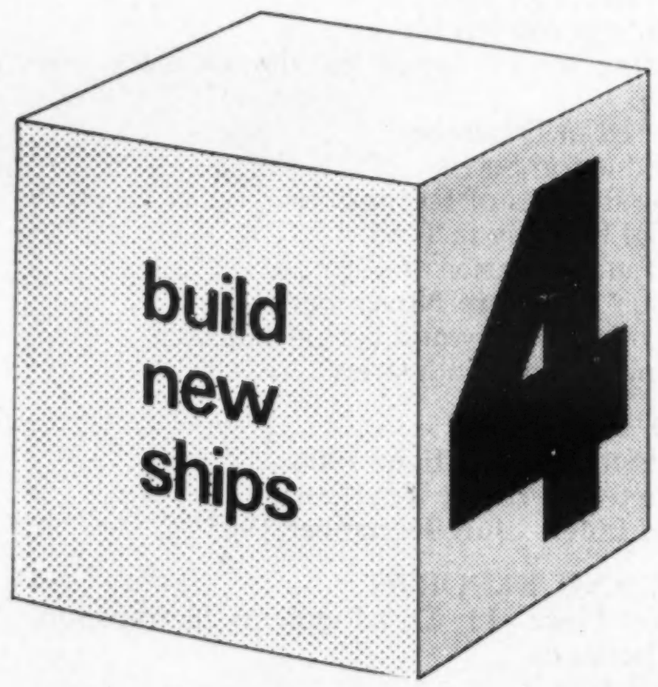

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The importance of the Australian market

By C. R. WHEELER, CBE, Chairman of Committee for Exports to Australia and of AEI Ltd.

'Almost a year ago,' states the author 'a supplement to the* Board of Trade Journal *was published entitled "Trading with Australia". It was an excellent publication – particularly for any business or professional man interested in trading with Australia – full of well-informed opinions on the many important aspects of the Australian nation, economy and market and well-supported with revealing facts and figures. I strongly commend that supplement to interested exporters who have not already had a copy.'

AS BRITAIN'S second-most valuable (after the United States) export market the economic and commercial facts of Australia are already well-documented so I shall not inflict on you more than a few statistical references. My purpose is rather to pass on some of the more important impressions which I received or were deepened in the course of my recent visit to five Australian capital cities.

In conversation and thinking by Britons and Australians about problems touching each other's countries there are, I believe, too many emotional overtones. This is equally true of relations between Britain and practically every other Commonwealth country. And for the same sort of reasons, it is also true of relations between France and her present or erstwhile colonial territories. It is a macrocosm of a family situation, in which lack of consideration or thoughtlessness or neglect by some of its members – however real or fancied – is often felt more deeply and lastingly than in a situation involving outsiders.

Australia and New Zealand are even more sensitive to apparent British attitudes of indifference than are, say, Canada or Nigeria or Pakistan, largely because of their greater physical remoteness from Britain – and indeed from anywhere else, since both are island nations.

Australians at all levels are apt to feel hurt or resentful at the poor or inadequate coverage that Australian affairs receive in the London Press; and I sympathise with them. Yet in a very real sense, this apparent neglect is a compliment to Australians. It is precisely because we have a long-established, confident and affectionate respect for Australians that we may seem often to take them for granted. Just think how often, in our private lives, we reproach ourselves for not seeing much more of certain trusted friends and relatives who, if we care to take stock, are among the people we most love and respect. It is because they are familiar and proven that, paradoxically, we apparently neglect them.

Charles Wheeler being welcomed aboard the Qantas 707 'City of Townsville' at the start of his first visit to Australia in his capacity of chairman of the Committee of Exports to Australia and AEI Ltd.

The commonest Australian complaint against Britain

'Taking us for granted' is perhaps the commonest Australian complaint against Britain. In a commercial context it is usually a reference to long deliveries or broken delivery promises or an absence of spares and service. I am quite sure that our reputation in this respect is today far worse than we deserve and is traceable to the decade after the last war, during which our ability to supply the pent-up demand of Australia and other leading markets – to say nothing of our home market – was sorely strained. The fact that we were able, last year, to sell £300 million (sterling) value of exports to Australia (an increase of 17 per cent over the value of the previous year) shows that many British exporting manufacturers are committed to the Australian market and have faith in its future and know how to sell there.

I believe it is fair to say that many Australians seem equally to take Britain for granted. In their understandable preoccupation with their new trading relations with the United States and Japan and China and elsewhere perhaps they might recall that last year, at a time when all her other chief export markets were buying less Australian produce, Britain (her best customer) alone actually bought more than in the previous year.

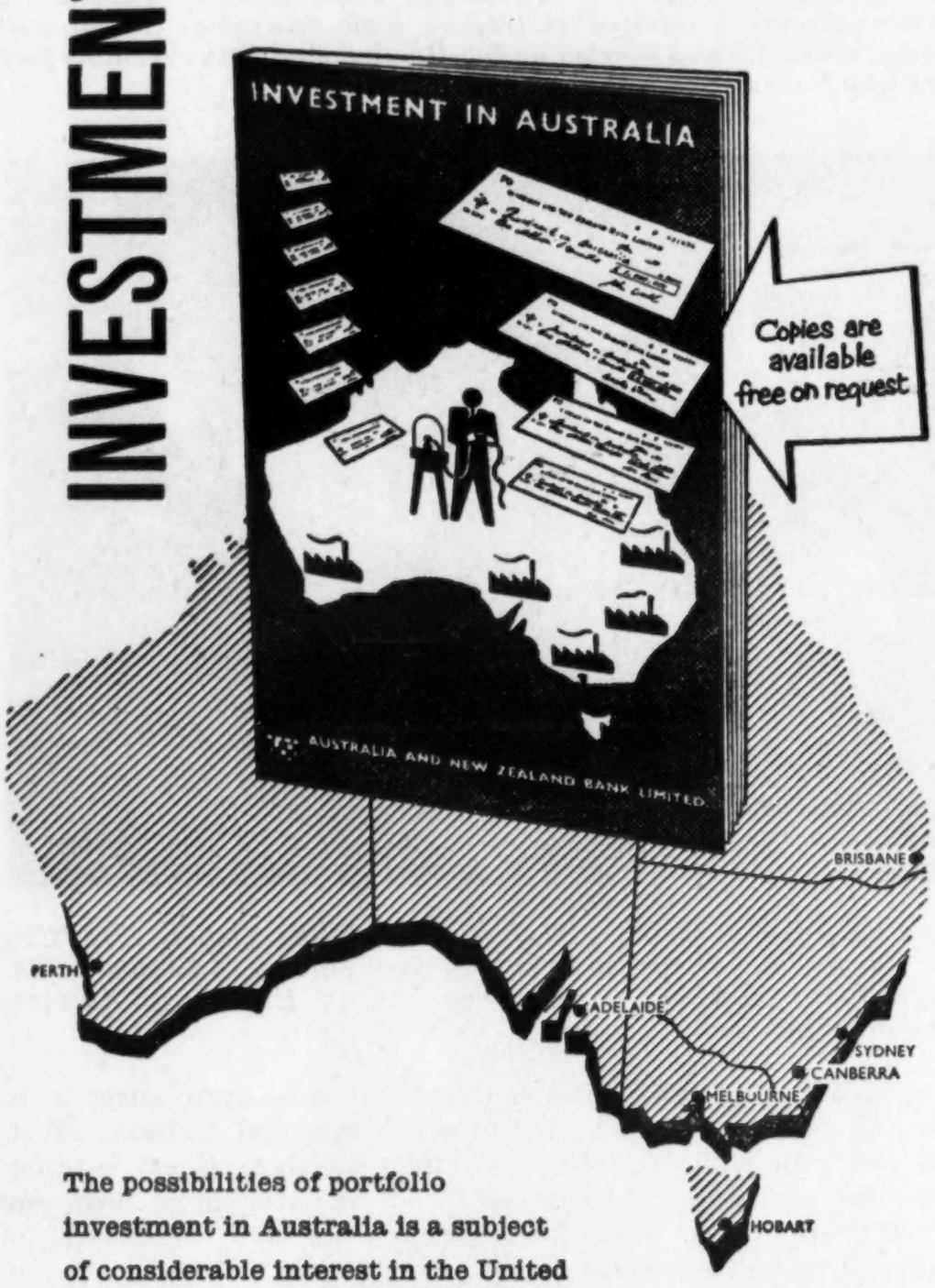
I have so far in this article been dealing largely in attitudes and you may wonder why I am addressing these observations to the readers of this *Journal* – who are likely to be mostly British industrial and commercial men and women. It is to draw attention to certain basic attitudes which influence commercial decisions affecting our trade with Australia and to urge British exporters to recognize their existence, to understand and take account of them and to take or make opportunities both here and (especially) in Australia, to answer them.

Speaking up for Britain

This need for British business visitors to Australia to inform themselves and speak up for Britain is most important. We in Britain have a curious talent for airing our domestic problems abroad. We have our problems certainly – but so do the United States and Japan and Germany and Australia and most other countries. But they don't export their problems as we do; they keep them to themselves and thereby create confidence – and even some admiration – in the minds of their export customers. We, in Britain, are still learning this lesson. We should be telling the Australians about the achievements and other good things of contemporary Britain – and there are plenty – and stop inviting attention to our domestic problems.

Commentators on Australia's trading relations today make much of 'the Pacific ethos'. They argue, in this context, that geography is more relentless than history and that Australia, as a Pacific Ocean nation, must inevitably draw closer to the United States and to Asia. And of course this is so. Ours is a dynamic and changing world and we in Britain must accept Australia's new economic and strategic links with United States and with Asia, as Australia is now accepting and appreciating our own sustained interest in forging more intimate economic links with continental Europe. More enlightened counsels are prevailing in each of our countries

INVESTMENT IN AUSTRALIA



The possibilities of portfolio investment in Australia is a subject of considerable interest in the United Kingdom. To provide authoritative information A.N.Z. Bank has published a 68-page booklet "Investment in Australia" which deals in some detail with such matters as . . .

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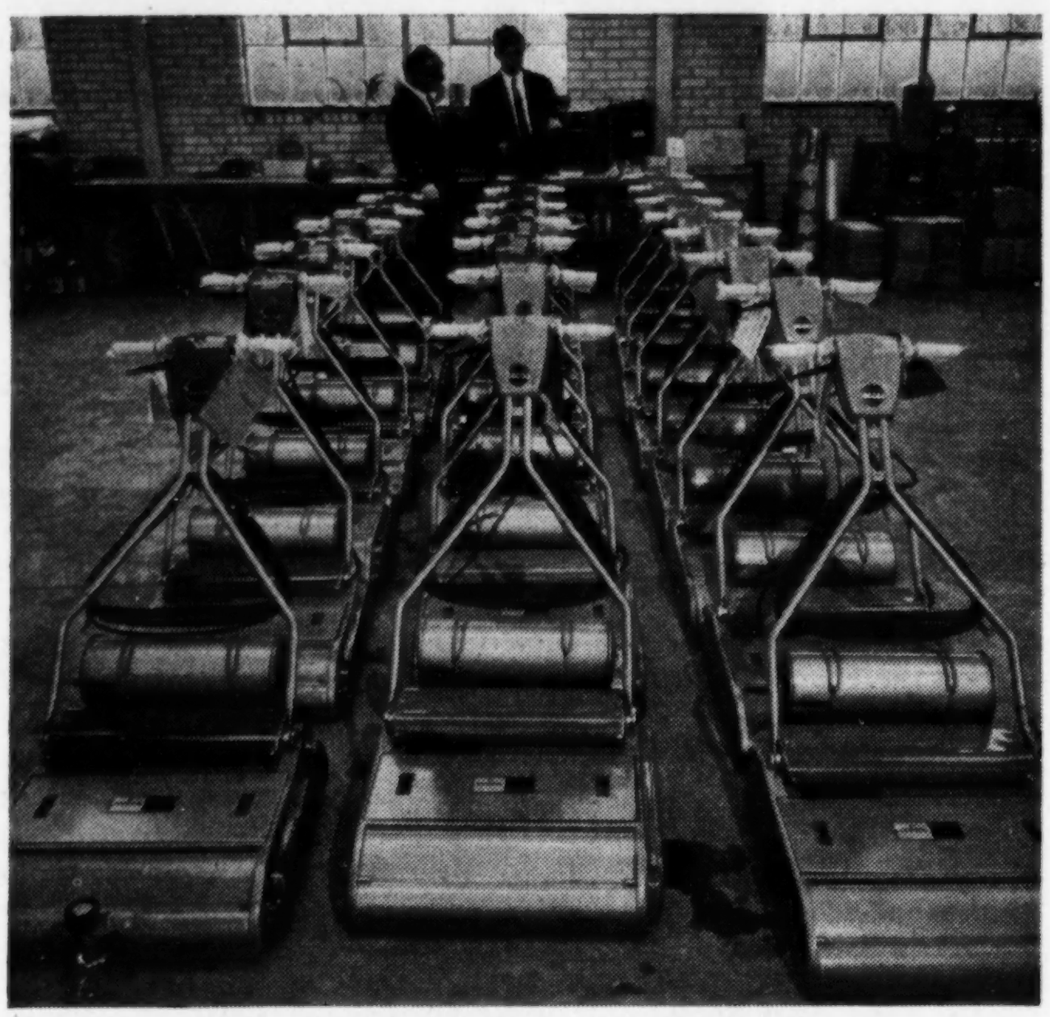


Twenty-five vacuum carpet sweepers called 'Swallows' lined up ready for Australia in a new extension to the Cimex factory at Orpington, Kent. Orders for Cimex machines from overseas countries reached the highest-ever figure in December amounting to nearly 60 per cent of total production.

and resentment is giving way to understanding – understanding that British and Australian trading policies are calculated to make each country more prosperous – to our mutual advantage, as each other's customer.

'An industrial revolution is taking place'

What is required of British exporters to Australia in this situation is adaptation not abandonment. The United States and Germany are among our very best export markets. Both are highly industrialized, competitive and sophisticated markets – where we must be and are in the forefront in technology, design, packing, price, delivery, spares, service, etc. Those British exporters who continue to succeed in Australia, do so because they realize that an industrial revolution is taking place there and treat the market as no less demanding and sophisticated and competitive than the United States or Germany.

I am happy to see that evidence of heightened British interest in the Australian market is growing steadily. More and more industrialists are coming to appreciate the value of a market in which the British connection brings very real practical advantages, e.g., a common language, a stable political system and a high standard of commercial integrity; familiar legal and commercial institutions and documentation; acceptance of British standard specifications; and not least, the British preferential tariff. Although Australia has a continuing history of protectionism, import licensing virtually ended in 1960 and two-thirds of British exports to Australia are admitted duty-free.

Some 5,000 British businessmen visited Australia last year – three times as many as Japanese visitors – and this year an estimated 40 per cent more will go there. For obvious reasons, these British visitors are not so conspicuous in the community as are the Japanese or even the Americans. We must not only be there but be seen to be there and this is why my Committee constantly urges visiting British businessmen to make their presence known when they are in Australia.

The British Government are encouraging oversea business visits under a scheme administered by the British National Export Council, whereby the fare and expenses of Trade Missions to and from export markets (and the cost of export market research) may qualify for a 50 per cent subsidy. The Scottish Council Trade Mission which returned from Australia in November was univers-

ally acclaimed as outstandingly successful.

Australia is a big country – about the size of Western Europe. But its component States should not be thought of in the way we think of counties in England. Australian States enjoy a large measure of autonomy – as do States of the United States – and British exporters should recognize the differences between the States in politics and policies and attitudes and also the inter-State rivalries and jealousies – to say nothing of differences of economy and geography and climate. For these reasons, an exporter may well find it necessary to have a separate agent for each State – and this puts good communication at a premium.

It is a truism that good communication is at the heart of good commercial relations. This requires that exporters go to their market and spend time there and see for themselves – getting to know the market; their customers and prospects; Government departments; and their agents; and thereafter ensuring that communication, hence understanding, with their agents and between agents and customers, is sound. Australia may be 12,000 miles away from Britain but it takes, at present, only a day to get there and in considerable comfort; and let us not forget all those other interesting and important places on the way out and on the way back – especially if you complete the journey around the world. Moreover, a telephone call to Australia nowadays is remarkably quick, clear and inexpensive.

Two vital elements in the spectacular post-war expansion of the Australian economy and its prosperity are foreign investment and immigration and Britain has provided by far the greater part of both – some £1,000 million of investment capital and more than a million emigrants – the British hard core of all post-war emigration to Australia. The continuance of these trends is very important to Britain and to Australia. It adds greatly to the prosperity, hence purchasing power of Australians – whose average standard of living is already higher than ours.

Balance of payments difficulties in traditional capital-exporting nations like ourselves and the United States have brought Government restraints on normal investment capital outflow and to some extent inhibited international trade. It is the measure of the soundness and vitality and fast rate of growth of the Australian economy that both ourselves and the United States regard Australia as a first choice for oversea investment funds and maintain a high rate of new investment there, in spite of the general climate of retrenchment in this field. The important and causal connection between direct oversea investment and direct exports is already well understood by large British exporting companies.

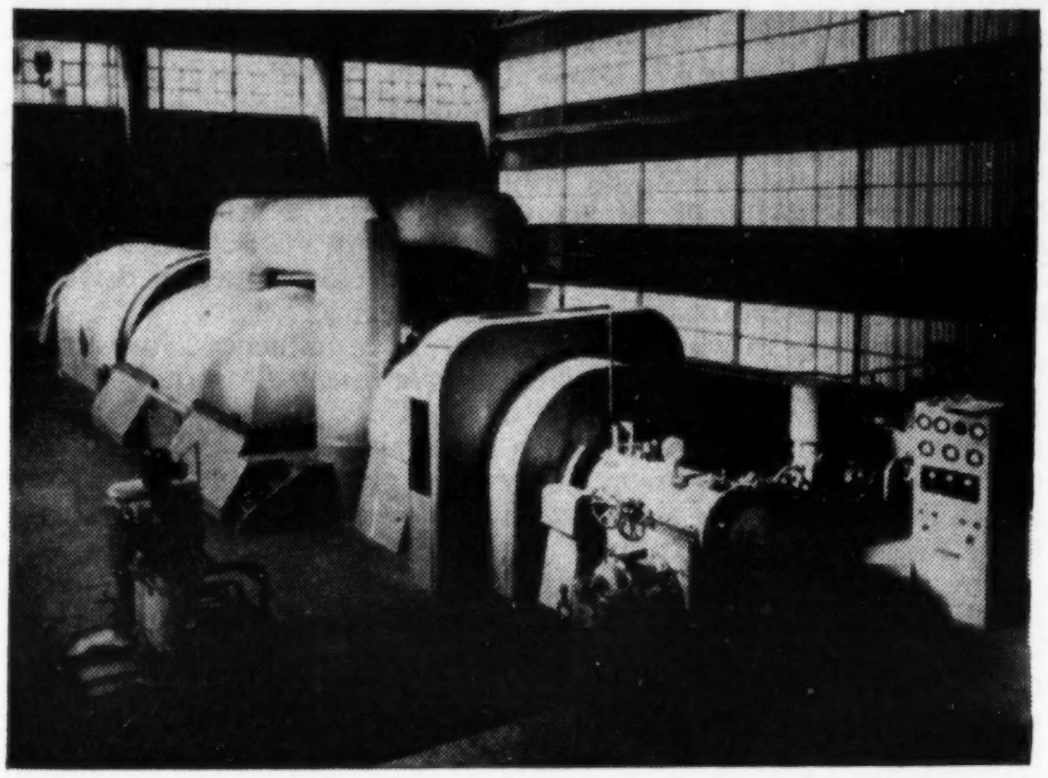
Buying British

While on this subject, I should like to make a plea to parent companies in Britain who have subsidiary or associate companies in Australia to take another look at their purchasing policies both here and in Australia to see if there are not more opportunities to buy British plant or equipment for the subsidiary companies. This is not a plea to buy British because it is British, but because it may be at least as good in all respects as an alternative foreign product. It is very easy for a purchasing officer to buy a foreign product because he has always bought that kind of product from that particular source and happens to have a good connection there. In our present balance of payments situation I believe that the heads of companies concerned would be prepared to look into this proposal.

Australia herself is currently having balance of payments difficulties – as a result of some inflationary pressures at home (including a big defence programme) which has swollen her demand for imports, and of reduced export income from her export sales of wool, wheat and sugar. These factors have resulted in a deficit on current account which has made some inroads into her external reserves. These stand at a healthy level however and there seems to be great confidence among the Australian business community in their Government's ability to handle both the internal and the external situations.

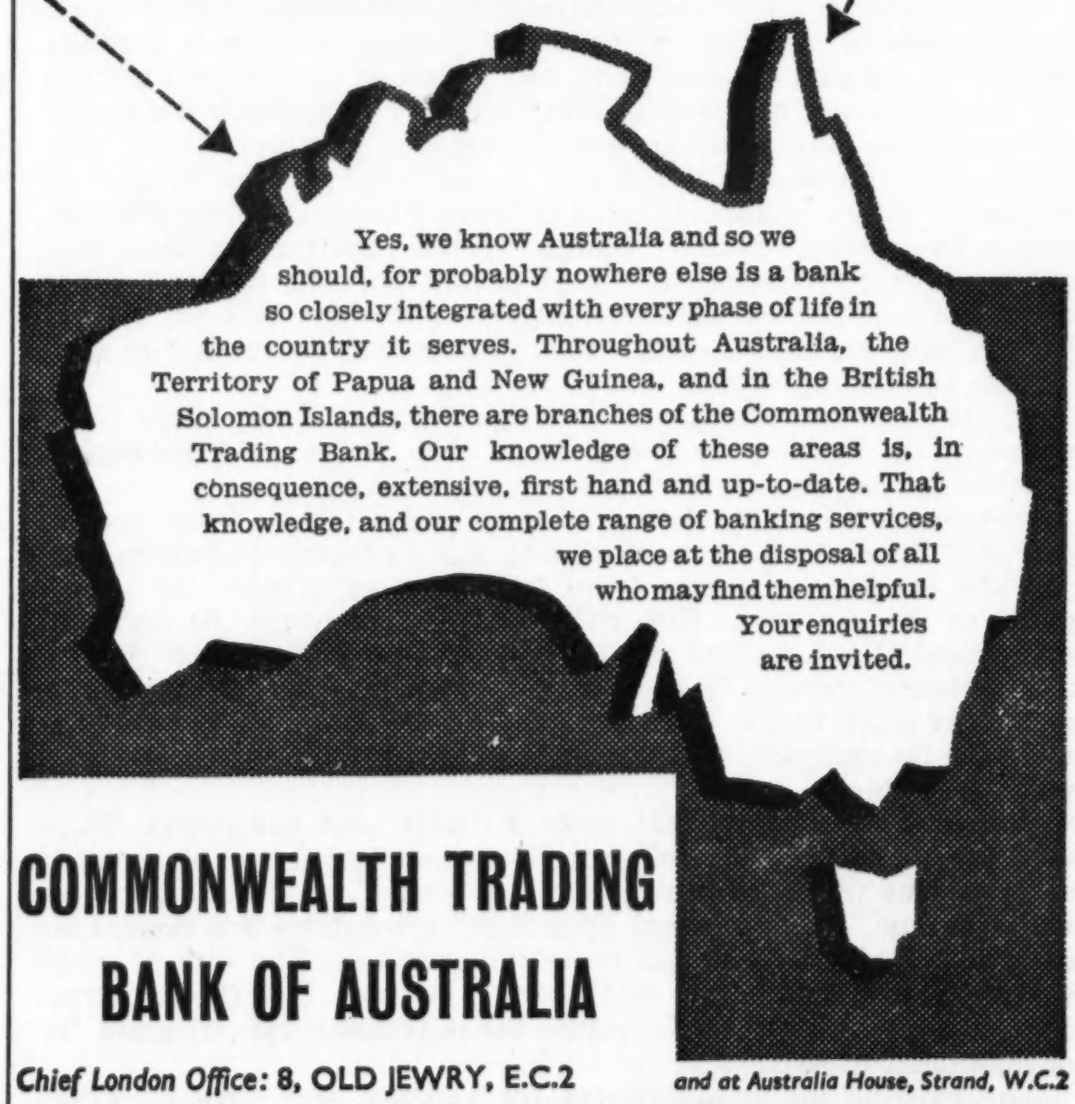
There is an immense amount of detailed information available in Britain on the Australian nation, economy and market – notably from the Board of Trade. I frequently hear how particular firms have been astonished and delighted with the help and information they have had – simply as a result of a telephone call to the Board of Trade in London. The BNEC Australia Committee, of which I am privileged to be Chairman, is composed of industrialists like myself, who are in a position collectively and individually to inform, advise, persuade, help and otherwise influence other industrialists who have yet to realize the potential of the uniquely favourable and valuable Australian market.

The opportunities are too good to be missed. I am convinced that many a British company would do well to take a fresh look now at the position of Australia in its list of market priorities.



A turbo-generator built by C. A. Parsons & Co. Ltd., Newcastle-upon-Tyne. Six similar machines have been ordered for Australia.

We know Australia



Yes, we know Australia and so we should, for probably nowhere else is a bank so closely integrated with every phase of life in the country it serves. Throughout Australia, the Territory of Papua and New Guinea, and in the British Solomon Islands, there are branches of the Commonwealth Trading Bank. Our knowledge of these areas is, in consequence, extensive, first hand and up-to-date. That knowledge, and our complete range of banking services, we place at the disposal of all who may find them helpful. Your enquiries are invited.

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Changes in investment incentives: new and wider Development Areas

RADICAL CHANGES in the system of investment incentives for key sectors of the British economy are announced in a White Paper published on January 17. Under the new system, which requires legislation, existing initial and investment allowances will be replaced by cash grants of 20 per cent of the cost of plant and machinery in manufacturing and extractive industries, with a higher rate of grant of 40 per cent in wider development areas, which will replace the existing development districts (*see map*). These new arrangements are part of the Government's drive to speed up the modernization of British industry.

The main way in which Governments have influenced investment in the past is by the use of initial and investment allowances. Initial allowances permit firms to write off part of the cost of their new machinery in the first year and so accelerate the annual 'wear and tear' allowances. Investment allowances give tax relief over and above the full value of the asset and so are equivalent to a grant to those firms which pay enough tax to take advantage of them.

One important disadvantage of investment allowances is that it is difficult to translate them into an immediate cash benefit. Their value depends on the future profit position of the firm and future rates of taxation. And the extra benefit of investment allowances accrues only gradually as depreciation allowances are used up. Surveys have shown that many businessmen, at the time when they are deciding whether to make an investment, do not make proper allowances for the effect on their future tax bill of particular purchases of machinery. Cash payments will give more certainty. They will be given irrespective of a firm's profit or tax position and are bound to be treated as a deduction from the cost of investment. They will be given initially within about 18 months (and ultimately six months) of the time when the firm pays for the plant and machinery. When the scheme is in full operation, therefore, the new grants will be received much sooner than investment allowances, and from the outset they will be bound to influence investment decisions far more certainly than the existing system.

The scheme is deliberately intended to concentrate incentives on those sectors of the economy in which investment is most urgently needed. In the past an insufficient proportion of the nation's savings has been invested in manufacturing industry to achieve the necessary rate of economic growth. Increased investment and productivity in this sector of industry is also vital for the balance of payments. Other sectors which will benefit from the new arrangements have been selected because of the contribution that they make, either by helping exports or saving imports, to the balance of payments. The extractive industries and ships will be eligible for the new grants. Separate arrangements will be made for agriculture and fishing vessels.

All investment allowances are discontinued with effect from midnight on January 16, 1966. Free depreciation in development districts is also discontinued from the same date.

Investment in new plant and machinery (apart from certain excluded items) in the manufacturing and extractive industries outside the development areas from today will be eligible for a cash grant of 20 per cent. This will replace the present 30 per cent investment allowance and the 10 per cent initial allowance. Among the excluded items will be vehicles, office equipment, loose tools and other small items. The main activities of nationalized industries will also be excluded, but certain ancillary manufacturing activities will be eligible.

Special arrangements will apply to ships and computers. Ships will qualify for the 20 per cent investment grant and the special arrangement of free depreciation for ships introduced last year will continue. A 20 per cent grant will be available for computers used for all commercial and industrial purposes. The rate of grant for ships and computers will be 20 per cent throughout Great Britain and will not be affected by the differential rate of grant for development areas.

The existing initial allowances for vehicles and aircraft, which will not qualify for investment grants, will be raised to 30 per cent.

Commenting on the White Paper, Mr. Douglas Jay, President of the Board of Trade, said:

'Higher productivity and greater efficiency in British industry are a prime national need. The old system of investment incentives was not fully adequate for this purpose and needed overhauling. The Government are convinced that cash grants, which will replace investment allowances, will be a more effective stimulus to industry to modernise. Their impact will be more direct, more certain and in due course more rapid. They are being concentrated on the manufacturing and extractive industries because these are the principal source of exports and import saving.

'At the same time the Government's regional and distribution of industry policies will be strengthened and developed on a far wider scale. The new development areas will be large, continuous areas and will cover much more extensive parts of the country than the present development districts. For instance, they will include nearly the whole of Scotland and most of Wales. The criteria for selecting them will be more flexible and no longer based purely on unemployment. And the incentives to industrial growth in the development areas will be markedly more generous than in the rest of the country.'

For industries other than manufacturing and extraction, for the main activities of nationalized industries, and for any excluded items including those mentioned in paragraph 6, the initial allowance on plant and machinery will be increased from 10 per cent to 30 per cent. Industrial buildings will get a 15 per cent initial allowance. These changes in tax allowances also take effect from midnight on January 16, 1966.

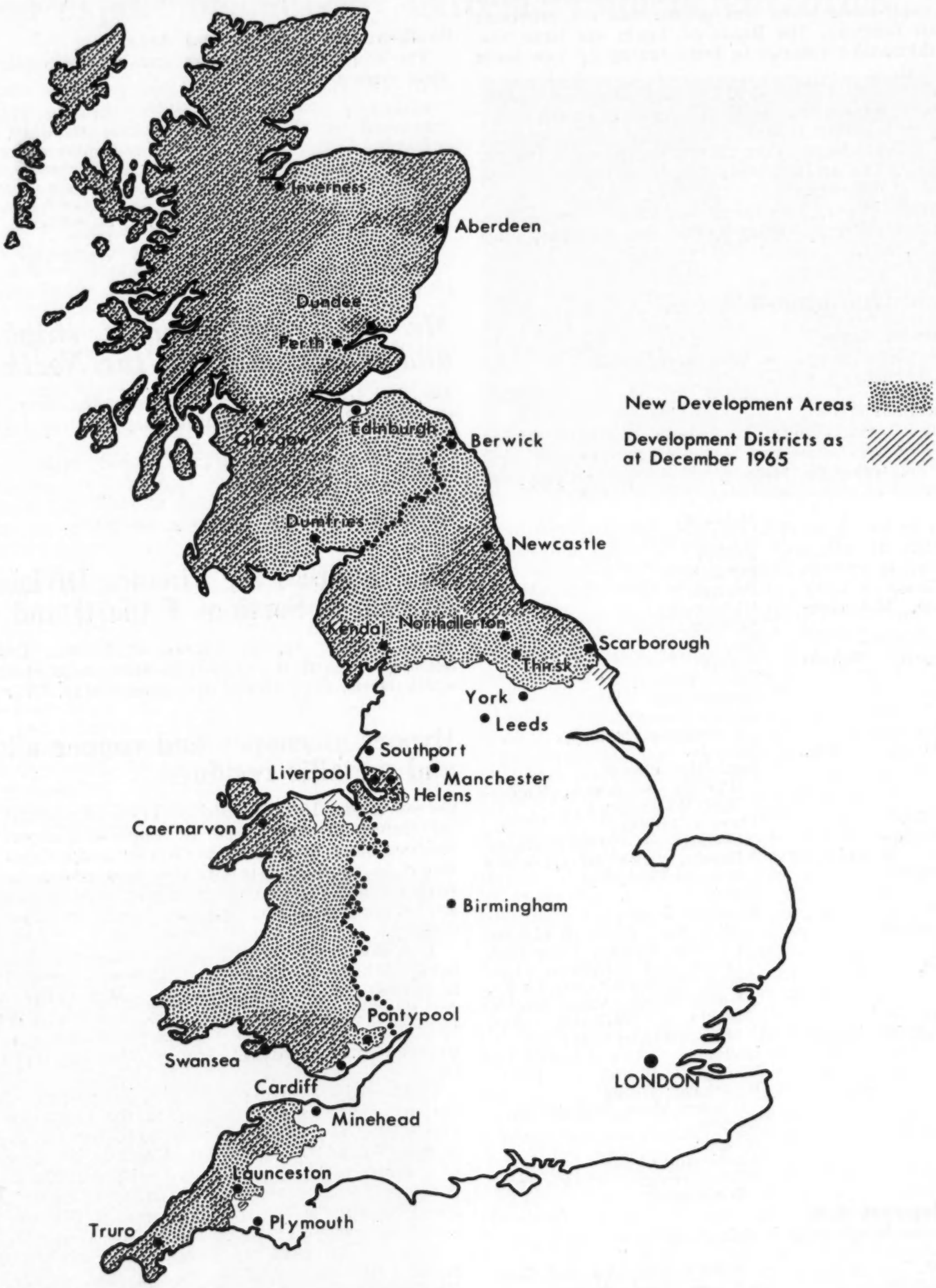
The new grants will apply to payments made by firms on or after January 17, 1966. The intention is that when the scheme is in full operation, grants will be paid about six months after claims are made. To do this straight away would impose too heavy a burden on the Exchequer because of the outstanding cost of investment allowances arising from past investment. Initially the new grants will be paid about 18 months after the expenditure by firms, but this period will be subsequently reduced. This will be done as the economic situation permits, bearing in mind that the acceleration of payments will involve additional cost to the Exchequer at that stage.

In the new development areas the rate of grant for plant and machinery in the manufacturing and extractive industries will be 40 per cent, compared with the national rate of 20 per cent. This will not apply to certain types of mobile equipment used in these industries nor to ships and computers, which will receive the national rate of grant, wherever located.

The development districts under the Local Employment Acts will be replaced by new and wider development areas. The changes are shown on the accompanying map and a detailed list is given below. The development areas will cover the whole of Scotland except the Edinburgh area, and the whole of Wales except parts along the north coast and around Cardiff. In England the whole of the Northern Region and the Furness peninsula will be covered; in the North-west, St. Helens and the Warral will be added to the existing development district of Merseyside; in the South-west, almost the whole of Cornwall and North Devon will be a development area. Unlike the development districts, whose selection depends solely on the level of actual and prospective unemployment, the new development areas are chosen with reference to the Government's wider regional policies and take account of all relevant economic circumstances.

With effect from January 17 the new 40 per cent grants will replace the 10 per cent grants for plant and machinery which have been paid to firms in development districts under the Local Employment Acts since 1963, but will not be limited to projects providing employment. Free depreciation in development districts will be

(*Continued on page* 116)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Southport
Liverpool
Manchester
Helens
Caernarvon
Birmingham
Pontypool
Swansea
Cardiff
LONDON
Minehead
Launceston
Truro
Plymouth
New Development Areas
Development Districts as at December 1965

discontinued. The Board of Trade will continue to consider applications for grants of 10 per cent under the Local Employment Acts which they have already received.

The other forms of assistance at present available under the Local Employment Acts will continue for projects providing employment and will apply to the new development areas after the necessary legislation has been passed. These are building grants at 25 per cent, tailor-made loans and grants, and the provision of Board of Trade factories. The Board of Trade will have new powers to give additional assistance to firms setting up new units in development areas.

The Northern Ireland Government are making a separate announcement about improvements in the special schemes for grants to industry in Northern Ireland.

Legislation will be introduced in the current session to give effect to all these proposals. The arrangements for submitting claims will be announced later in the year.

Copies of the White Paper, 'Investment Incentives', Cmnd. 2874, can be obtained from HM Stationery Office and branches, price 1s. 6d. (post free 1s. 9d.).

List of new development areas

Scottish Development Area

THE WHOLE of Scotland except the Edinburgh, Leith and Portobello employment exchange areas.

Northern Development Area

This will consist of the Ministry of Labour Northern Region plus the Furness Peninsula and Grange-over-Sands sub-office area. It will comprise the following Ministry of Labour employment exchange areas:

Alnwick
Amble
Ashington
Aspatria
Barnard Castle Group
(Barnard Castle, Middleton-in-Teesdale)
Barrow-in-Furness Group
(Barrow-in-Furness, Dalton-in-Furness)
Bedlington
Berwick
Bishop Auckland Group
(Bishop Auckland, Crook, Shildon)
Blyth
Carlisle Group
(Brampton, Carlisle)
Chester-le-Street Group
(Chester-le-Street, Birtley, Houghton-le-Spring)
Consett
Darlington Group
(Aycliffe, Darlington)
Durham
Grange-over-Sands
Guisborough
Haltwhistle
Hartlepool Group
(Hartlepool, West Hartlepool)
Haswell
Hexham
Horden
Kendal
Keswick
Loftus
Malton
Millom
Morpeth
Northallerton
Penrith
Pickering
Prudhoe
Richmond
Saltburn
Scarborough
Seaham
Seaton Delaval
Spennymoor
Stanley Group
(Lanchester, Stanley)
Stokesley
Sunderland Group
(Pallion, Southwick, Sunderland, Washington)
Tees-side Group
(Billingham, Middlesbrough, Redcar, South Bank, Stockton and Thornaby)
Thirsk
Tyneside Group
(Blaydon, East Boldon, Elswick, Felling, Gateshead, Jarrow and Hebburn, Newburn, Newcastle-on-Tyne, North Shields, South Shields, Walker, Wallsend, West Moor, Whitley Bay)
Ulverston
Whitby
Whitehaven Group
(Cleator Moor, Whitehaven)
Wigton
Wingate
Workington Group
(Cockermouth, Maryport, Workington)

Merseyside Development Area

The employment exchange areas in this Development Area are:

Birkenhead Group
(Bebington, Birkenhead, Wallasey)
Ellesmere Port
Hoylake
Liverpool Group
(Bootle, Crosby, Garston, Kirkby, Liverpool, Old Swan, Regent Road, Walton)
Neston
Prescot
Runcorn
St. Helens
Widnes

(Skelmersdale New Town will qualify for the benefits available within the Merseyside Development Area.)

Welsh Development Area

This will consist of the whole of Wales and Monmouthshire, *except* the following employment exchange areas:

(a) *South-East Wales* – the Cardiff Group (Barry, Bute, Cardiff, Llantwit Major), the Newport Group (Newport, Newport Docks), Chepstow, Abergavenny, Cwmbran and the Monmouth sub-office area; and
(b) *North Wales* – The Shotton Group (Flint, Holywell, Mold (including Buckley), Shotton), Rhyl, Colwyn Bay and Llandudno.

South-western Development Area

The employment exchange areas in the South-western Development Area are:

Barnstaple
Bideford
Bodmin
Bude
Camelford
Falmouth
Helston
Ilfracombe
Launceston
Liskeard Group
(Liskeard, Looe)
Newquay Group
(Newquay, Perranporth)
Penzance Group
(Penzance, St. Ives, St. Mary's)
Redruth Group
(Camborne, Redruth)
St. Austell
Truro
Wadebridge

Mr. Roy Mason visits shipbuilding and repair yards in the North-east

MR. ROY MASON, Minister of State at the Board of Trade, visited the North-east Coast from January 19-21 to look at shipbuilding and repair yards there.

On January 19 the Minister visited yards at Blyth and North Shields, and the next day at Sunderland and South Shields. On January 20 he visited a yard at Hebburn and a Gateshead firm specializing in ships' auxiliary machinery.

New address for Finance Division, Branch 3, Sections F (part) and G

FROM JANUARY 31, the address of Finance Division, Branch 3, Sections F (part) and G, will be Hempstead House, Hemel Hempstead, Herts. (Tel. Hemel Hempstead 3151. STD code OHH2).

Export of copper and copper alloy scrap and metallic residues

ON NOVEMBER 16 the Board of Trade announced that applications for licences to export types of copper and copper alloy, scrap and residues other than those exportable under Open General Licence would be considered in circumstances where the Board of Trade were satisfied that the material was being exported for conversion and reimportation as refined copper for consumption in this country.

The Board of Trade now announce that these provisions are being withdrawn. Except as described in the following paragraph, no further applications for export licences under these arrangements will be considered other than those received in the Board of Trade Export Licensing Branch not later than January 20, accompanied by the required evidence of an existing concluded conversion contract.

Unexpired export licences which have already been issued under the arrangements will, subject to the conditions applying to all export licences, continue to be valid for the exports which they permit. Where the licence issued permitted only partial completion of a conversion contract lodged with the Board of Trade, an application for a further licence may be made on expiry of the current licence and will be considered in the light of the prevailing circumstances.

Exports of enamelled copper hair wire scrap, contaminated nickel silver scrap and copper scale will continue to be permissible under Open General Licence, and applications to export types of scrap and residue not on Open General Licence will continue to be considered where the Board of Trade are satisfied that the material is surplus to the requirements of United Kingdom industry.

Inquiries about this notice should be made to the Export Licensing Board, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757).

Lord Brown visits industry in London and SE Region

'Very good export business by extremely competent firms'

'I HAVE SEEN some extremely competent firms which are doing good export business and although they were perhaps among those high on the list of firms already doing well, it has been very encouraging to see how very good some of the best are.' This statement was made by Lord Brown, Minister of State, Board of Trade to a *Board of Trade Journal* representative at the end of a concentrated 'whistle-stop' tour of the London and South-east Region on January 13 and 14. The aim of the tour was not only to congratulate firms on their export performance, but to make personal contact with as many of those closely engaged in the export business as was possible. In the time available, Lord Brown visited six factories, and met top executives from nearly 100 firms during the course of a meeting with the Kingston and Thameside Export Club and during a reception in Southampton on January 14 given by Mr. J. W. Stoodley, Controller, London and South-eastern Region, Board of Trade, who accompanied the Minister throughout the tour.

One of the highlights of the visit was a radio telephone conversation which the Minister had with the Kenya agent for William R. Warner and Co. Ltd., of Eastleigh, Hants, manufacturers of pharmaceuticals and toiletry products. 'We wanted Lord Brown to have the opportunity of speaking to one of the people directly responsible for selling our products in overseas markets – in this instance Mr. Harry Whiddett, chairman of the company's agents in Nairobi,' said Mr. G. W. Nosotti, the export director. The Minister told Mr. Whiddett 'I am pleased to hear you speak so warmly of the efforts of British manufacturers and exporters here, and so warmly of the service you receive from our Commercial Officers in the British Embassy in Kenya. We are aware of the excellent work of distributing services such as yours, and I wish you success and congratulations in your efforts in expanding the sales of pharmaceuticals and toiletries.' Later the Minister toured the offices and factory.

William R. Warner, and its associated companies, Lamber Chemical Co., and Richard Hudnut, export their products to some 100 overseas countries. The annual value of exports from the Eastleigh company is approximately £1 million. It was revealed during the visit that a subsidiary company – Hall Bros. of Whitfield, Manchester, who manufacture confectionery – had exported 1,144,400 dollars worth of their 'Mentho-lyptus' sweets alone to the United States during 1965. This firm exports 37 per cent of their production, of which 59 per cent is sold to the dollar markets.

Lord Brown (right), Minister of State, Board of Trade, in the time switch test room at Venner's New Malden factory with Mr. E. Tauchert, chairman and managing director of the company, during the Minister's visit to the factory on January 13.

The Minister's tour began with a visit to Venner Ltd., of New Malden, Surrey, manufacturers of time switches for the control of heating, lighting and industrial equipment, electronic measuring and testing equipment, parking meters, parking gates and lightweight accumulators. The firm exports a good proportion of their total production to overseas countries including France, Switzerland, Hong Kong, China, Holland, Germany and Norway. Mr. W. A. Devon, general sales manager of the company told the *Board of Trade Journal* that they exported parking meters to about seven countries and were expecting to receive an order for the meters from Zambia. One of the firm's first overseas orders for parking meters was from France where they installed them at Orly Airport, Paris. They now have a repeat order for the installation of additional meters at Orly.

Exports were the main topic of discussions which Lord Brown had with the directors of J. H. Senior and Co. Ltd., of Bushey Works, Raynes Park, Surrey, the second factory to be visited by the Minister on January 13. The firm – a subsidiary of D. Nurdin and Peacock Ltd., – manufacture canned meats, meat puddings, canned fruit puddings, and fish and meat pastes. During a tour of the factory he saw new methods of packaging now being tried by the firm and their research laboratory. The directors showed a keen interest in expanding their exports following the re-organization of the company.

Representatives from some 50 firms in the Kingston area, members of the Kingston and Thameside Export Club, formed about two and a half years ago to 'foster and encourage exports by exchange of ideas, experience and information' questioned Lord Brown on export problems during an evening meeting of the Club at Hampton Court, on the same day.

A sample question was 'There is a feeling that some of the Commercial Officers in overseas posts do not always have the background to provide an adequate service for visiting British businessmen. Is there a government policy for the introduction of businessmen with export experience into the British Government overseas posts?' Replying, Lord Brown said that Commercial Diplomatic Officers were constantly coming to Britain from abroad and during their visits here they invited executives of firms to meet them to discuss any problems and the Commercial Diplomatic

On his tour of the pharmaceutical laboratories of William R. Warner & Co. Ltd. in Eastleigh, Lord Brown met Haji Moussa Rutum, from Egypt, who was also visiting the company. (Left to right) G. W. Nosotti, export director; Lord Brown; K. G. Hockridge, production director; J. Curtis, director of William R. Warner & Co. Ltd.; and Haji Moussa Rutum.

Officers also visited firms in various parts of the country. The Minister felt that if British businessmen were put straight into British Commercial posts overseas, although they would have the business experience, they might not have the experience in many other fields required in overseas posts and they would have to learn just as much, if not more, about these facets as the Commercial Diplomatic Officer had to learn about business. Lord Brown added that he was looking forward to a growing improvement in overseas commercial posts, 'but in my association with these Officers I have learned to have considerable respect for their knowledge and business acumen. No effort is being spared to improve further the services provided by these overseas posts to exporters.'

Lord Brown began his second day's visit of the Region at the Conder International Ltd., factory at Winchester, manufacturers of a wide range of fabricated structural steelwork, and who export to the majority of Middle East countries, Cyprus, Libya, Peru, East and West Africa and the Far East. The firm are now planning to establish a factory at Cumbernauld New Town. The Minister took a keen interest in the drawing office which has a special export section. Each overseas order is logged on a specially designed progress tabulator which shows the date of the receipt of the order, date for the completion of drawings and subsequent progress up to the date for delivery. Each date in the order's progress is strictly adhered to, thereby ensuring that delivery is on time – and perhaps a day or two before time.

'One of the purposes for visiting these factories is for my own edification and to have the feeling of industry as a whole, to know how industrial people are thinking generally, what are their immediate problems and to see if we can be of assistance to them,' Lord Brown told the directors of Pirelli-General Cable Works Ltd., at Eastleigh, Hants, following his tour of the works. The Minister was told that the factories at Eastleigh and at Southampton were operating fully and that they were providing cable for installations in many parts of the world and as production grew it was hoped to increase exports.

Arriving at Dimplex Ltd., of Millbrook Trading Estate, Southampton – the last factory the Minister visited in his tour – Lord Brown was told by Mr. E. J. Wade, the firm's chairman and managing director: 'We are no longer able to consider anything about the future conduct of this company without considering the question "Will this mean an expansion in our export programme?" If we can add to our exports, then the go-ahead is given to the projected plan; if not, we drop it.'

Following a tour of the factory, which produces electric heating products, night storage heaters, infra-red heaters and fires, convector heaters, kettles and electric towel rails, the Minister said 'I think your thinking in relation to exports is indeed creditable. Your export graph curve must be very steep indeed.'

25 per cent of total UK overseas sales

The export sales director told a Board of Trade representative that the company now exported a high proportion of the total United Kingdom overseas output of space-heating equipment. Export sales as a proportion of total production have increased greatly in the last two years. The firm had established a factory in Germany. They had now developed their own overseas design section, and it was anticipated that export sales would increase during 1966.

Speaking at a press conference in Southampton later in the evening, Lord Brown who referred to the 'excellence' of the recent United Kingdom export figures said he was confident that many more firms were going to take the question of exporting a great deal more seriously. He added: 'the magnificent effort that has been put into exports in 1965 will have to be vigorously pursued for the next five or six years – and after that. We have become accustomed to too low a target of achievement. France, Germany, Japan, the United States and Canada all increased their exports by well over 8 per cent last year. It is going to be a tough job for us to improve our exports by some 8 per cent during this year. But I think it can be done.'

OVERSEAS COMMERCIAL POSTS

Over 200 official commercial posts in all the main centres of world trade are at the service of the United Kingdom exporter. A full list of their addresses is given on pages i-viii of the Board of Trade Journal, *November 26, 1965.*

Boats chief reports on Middle East mission 'wide open for equipment'

EIGHT REPRESENTATIVES of the British boatbuilding industry flew back from a selling mission in the Middle East just before Christmas with enthusiastic reports of the potentiality for the industry's export effort in that area.

The leader of the mission was Mr. Donald Hagenbach, managing director of Windboats Ltd., Wroxham, and a past president of the Ship and Boat Builders' National Federation, who said: 'We gained a vast amount of valuable information which makes me think that we can easily double our rather unimpressive exports to the Middle East – and most likely do far better than that.

'We know now what we are tendering for. Obviously in many instances our tenders have been based on specifications which were far too sophisticated for the craft required. In the past tenders from Britain have included fittings of an unnecessarily high standard. Now we can adjust our specifications – and our prices.

'Another lesson we learned is the importance of ensuring that we have reputable agents in the Middle East. Individuals have been handling one-off deals and putting on excessive percentages for themselves. On the other hand, there are agents of integrity whose services are available.'

Support for exports to Latin America

EVERY MONTH a colour film magazine with Spanish and Portuguese commentaries illustrating British industry, its products and services, is sent for showing in 17 Latin American countries. Five industrial bulletins in Spanish – each featuring a new British product – are sent each month to the 17 countries for distribution to newspapers and technical journals.

These examples of the support given to Britain's export drive by the official Information Services were cited when members of the Committee for Exports to Latin America visited the London headquarters of the Central Office of Information on January 11. They were welcomed by the COI's Director-General, Sir Fife Clark, who said that other export publicity was obtained in Latin America through news and feature article services, television films, photographs, recordings on disc and tape, distribution of private industry's own literature, exhibitions and tours of Britain for important overseas visitors.

The CELA party, led by Mr. H. Leslie Bowes (deputy chairman of the Committee and chairman of the Royal Mail Line), also included members of the other regional export committees and officials of the British National Export Council.

British shipowners form new consortium to develop container traffic internationally

FIVE LEADING British shipowning companies who between them operate on almost every major trading route in the world, announced in London on January 12 that they have jointly formed a new company to investigate and promote international container and unit load traffic by all means of transport.

The new company is styled Associated Container Transportation Ltd. The authorised capital is £100,000, of which £1,000 has been issued to the following companies as equal subscribers:

1. Ben Line (Wm. Thomson & Co.).
2. Blue Star Line Ltd.
3. The Cunard Steamship Co. Ltd.
4. Ellerman Lines Ltd.
5. Harrison Line (Thos. & Jas. Harrison Ltd.).

'Focus' - new Consumer Council publication

A PRESS conference to launch the Consumer Council's new magazine *Focus* was held in London on January 12. Introducing the new publication, Lady Elliot, chairman of the Consumer Council, said: 'In the past, action in favour of consumers has often been swamped because an informed, clear consumer view has not emerged to balance the expert and convincing voice of suppliers. *Focus* features will help to improve the balance.'

The 24-page magazine contains a number of interesting articles by various authors. It is the first consumer magazine to be available on sale monthly (price 2s. 6d.) from bookstalls.

Rhodesia: exchange control

THE FOLLOWING is the text of a Bank of England notice concerning the services of United Kingdom merchants and other intermediaries in trade between Rhodesia and the rest of the world.

1. It is important, if sanctions against Rhodesia are to be effective, that trade between Rhodesia and other countries which would not or might not otherwise take place, should not be made possible through the provision of merchanting or similar services by United Kingdom intermediaries whether acting as principals or agents. This means that United Kingdom residents should not arrange or confirm purchases or sales of goods, freights, insurance, credit or any other facilities, or participate in any way in trade with Rhodesia.

Exchange Control rules are being applied accordingly, but exceptions are made in order to allow United Kingdom residents to fulfil firm commitments in respect of specific transactions entered into on or before November 11, 1965, or, in the case of certain transactions, December 1, 1965. (December 17, 1965, is also relevant because goods and services sold to Rhodesia after that date have to be paid for in a specified currency; sterling settlement, whether from External Account or from Rhodesian Account, is no longer an acceptable means of payment.)

These Exchange Control rules are summarized below.

2. **Goods sold to Rhodesia:**

(a) *purchased from non-Sterling area countries*

Payments to non-Sterling area suppliers are allowed only where United Kingdom residents had entered into irrevocable commitments to the suppliers on or before November 11, 1965. Reimbursement to the United Kingdon residents in sterling from Rhodesian Account is allowed where the goods were shipped on or before December 17, 1965.

(b) *purchased from Sterling area countries*

There is no restriction on payments from the United Kingdom to suppliers in other countries of the Sterling area, but reimbursement to United Kingdom residents in sterling from Rhodesian Account is allowed only where such residents had entered into irrevocable commitments on or before December 1, 1965, and the goods were shipped on or before December 17, 1965.

In respect of sub-paragraphs (a) and (b) above, where goods were not shipped on or before December 17, 1965, temporary reimbursement from Rhodesian Account is allowed, on request, provided that the United Kingdom resident undertakes that shipment will not be made until payment has been received from Rhodesia in a specified currency. If and when payment in a specified currency is received, the temporary sterling reimbursement from Rhodesian Account may be repaid in sterling to Rhodesian Account.

3. **Goods purchased from Rhodesia:**

(a) *for sale to non-Sterling area countries*

Payment in sterling to Rhodesian Account is allowed only where United Kingdom residents had, on or before November 11, 1965, entered into irrevocable commitments to supply goods to non-Sterling area buyers and had made firm arrangements to receive payment from those buyers.

(b) *for sale to Sterling area countries*

Payment in sterling to Rhodesian Account is allowed only where United Kingdom residents had, on or before December 1, 1965, entered into irrevocable commitments to supply goods to Sterling area buyers and had made firm arrangements to receive payment from those buyers.

4. **Trade between Rhodesia and the United Kingdom:**

In order to complete the picture, the Exchange Control rules applicable to trade between Rhodesia and the United Kingdom are set out below.

After December 17, 1965, all United Kingdom *exports* to Rhodesia (except genuine gifts up to £10 in value and newspapers – including magazines and periodicals registered as newspapers – for which payment from Rhodesian Account within six months from shipment is still allowed) must be paid for prior to shipment in a specified currency; payment in sterling from External Account or from Rhodesian Account is no longer acceptable. Form CD7 must be certified before the goods are entered to Customs to show that payment has been received in an appropriate manner: failing this the goods cannot be shipped. This requirement applies even where the exports are covered by irrevocable commitments entered into on or before December 17, 1965, by United Kingdom banks, merchants or confirming houses in favour of the United Kingdom suppliers.

In respect of *imports* from Rhodesia payment is allowed in sterling to Rhodesian Account only after the goods have been entered to Customs in the United Kingdom. An exception to this requirement is made where shipments are covered by United Kingdom bank irrevocable credits established on or before November 11, 1965, or subsequently with permission from the Bank of England. Where there is evidence that sterling is not an acceptable means of payment (because of Rhodesian Exchange Control requirements) and in consequence payment cannot be made effective, reference may be made to the Bank of England to inquire if an alternative means of payment would be allowed.

All inquiries about this notice should be addressed to the Principal, Exchange Control Office, Bank of England, Threadneedle Street, London, E.C.2.

President opens Exporters' Club in London

'THE ALL-TIME record figure of £419 million for British exports in December is a fine and heartening performance,' said Mr. Douglas Jay, President of the Board of Trade, at the opening of the Exporters' Club, Shaftesbury Avenue, London, on January 13. 'This is the second monthly total running of over £400 million, and the third since the middle of last year. It is evidently not just one month's freak figure but a genuinely encouraging trend. It also shows that the export promotion campaign of the past year has been on the right lines and that large sections of industry have responded actively.

'Nevertheless, the national exporting effort must still be stepped-up more intensively and widely – as recent figures show it can be – by all concerned if we are to overcome the deficit still facing us. The present is a time for redoubled drive and not relaxation.'

The President continued that we could not hope to hold down imports indefinitely to the present level if our economy was to expand; and we had heavy obligations to meet. To do so we must make a success of the Government's policy on prices and incomes as well as on exports and industrial development. British exports did markedly better in 1965, not merely absolutely, but in relation to world trade. Though world trade rose more slowly in 1965 than 1964, British exports rose 7 per cent in value last year, as against only 5 per cent in 1964. The rise in volume in 1965 was just on 5 per cent. In spite of this better performance, however, if we measured our effort against world exports of manufactured goods, we were still losing some ground to our rivals in 1965, though not nearly as fast as in the year before. This in itself showed that there was a long way to go before our economy was based on a really sound and stable foundation.

Imports of butter

THE BOARD OF TRADE announce that no imports of butter will be authorised in addition to basic quotas for the period February 1 to March 31, 1966.

Notes: Basic quotas for the year April 1, 1965, to March 31, 1966, were announced on February 24, 1965, and totalled 420,000 tons. In addition, 39,000 tons were authorized at that time for delivery in the period April-November from countries with basic quotas who had estimated that they might have such additional butter. There have been no further authorizations in addition to basic quotas since March 31, 1965.

Australia and New Zealand, whose heaviest shipments come in the period December-March, and the Irish Republic, retained their rights to send us proportionate shares of total imports.

NI's new factory to produce acrylic fibres

THE NORTHERN IRELAND Ministry of Commerce have announced that the United Kingdom's first plant to manufacture Orlon is to be built on the Maydown industrial estate, Londonderry, Northern Ireland, by Du Pont (UK) Ltd. Construction is to start shortly, and the peak construction force should reach 800. The plant, planned to be operational in mid-1968, should employ between 300 and 500 men.

The Du Pont Company, whose headquarters are at Wilmington, Delaware, produce acrylic fibres, and the firm claim that Orlon was the first acrylic fibre in the world to become commercially available. British supplies are at present obtained from Dordrecht in the Netherlands and from the United States. Du Pont (UK) Ltd. already have two plants at Maydown, one producing neoprene synthetic rubber and the other Hylene organic isocyanates. The company employs about 800 men in Northern Ireland as well as giving employment in many supplier and user industries.

Drawback application on some heat absorbing glass imported for export

THE BOARD OF TRADE give notice that they are considering an application for the allowance of drawback of duty on heat absorbing glass, surface ground and polished on both faces, with the properties either of category (a) or of category (b) of paragraph 23 of British Standard 952: 1964, imported in rectangles of not less than 7 ft. 6 in. in width and 10 ft. in length and exported in the same state or cut to size.

Any interested party wishing to support or oppose this application should do so in writing to the Board of Trade, Tariff Division, 1 Victoria Street, London, S.W.1, not later than February 8, 1966.

United States: UK Scientific Mission

THE United Kingdom Scientific Mission in Washington has prepared the following reports. Copies of the reports may be seen in the Board of Trade Statistics and Market Intelligence Library, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 7066). The Library can supply copies of the reports on payment of a photocopying charge of 1s. per page.

Plasma and Dielectric Heating (Report No. 65/78), December 1965. 7 pages.

A summary of papers presented at the Conference on Electric Heating in Industry in Cleveland, Ohio, September 1965. This report describes some recent developments in:

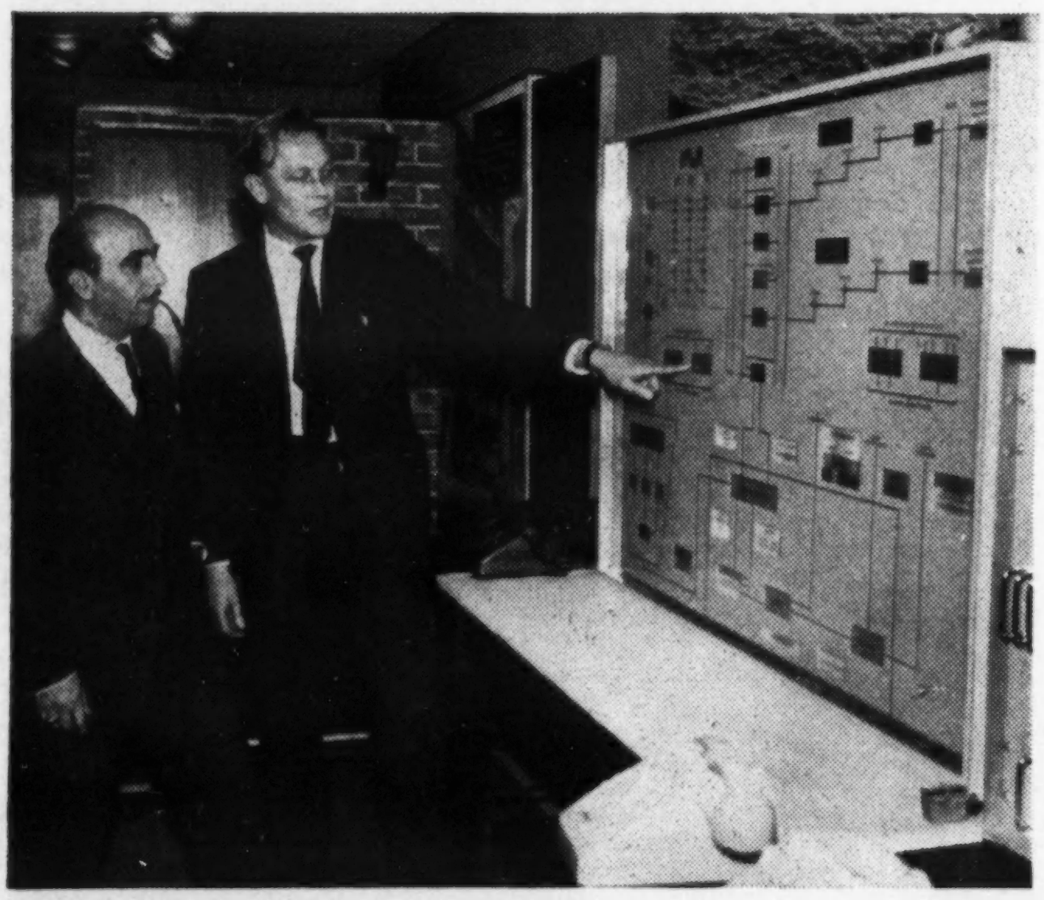
1. The induction plasma generator.
2. Arc plasma heating.
3. High frequency system for the extraction of oil from cashew nuts.
4. Microwave heating systems for lumber processing.
5. Radio frequency power generators.

Some developments in space astronomy (Report No. 65/75), December 1965. 5 pages.

A summary of papers presented at the 1965 annual meeting of the Optical Society of America, Philadelphia, October, on developments in astrometrics, space telescopes and the balloon-borne Stratascope programme.

Tomorrow's electronics (Report No. 65/74), December 1965. 8 pages.

A summary of the 1965 IEEE Conference on Military Electronics. This report covers some of the developments expected in telephone communications and in data transmission. The future of electronic tubes in space applications is discussed, and the rôle of the new NASA Electronics Research Center is described.



Mr. Zaki Gousous (left), Permanent Under-Secretary to the Jordanian Ministry of Communications, recently visited AEI Telecommunications Group at Woolwich to study technological advances in the field of telecommunications. In addition to seeing the AEI Speaking Clock, he also examined the Advanced Centralized Automatic Ticketing and Automatic Number Identification System. Mr. Gousous showed a keen interest in the progress of AEI in electronic telephone exchange development; he is seen here studying the mimic diagram of a REX Exchange specially designed by AEI staff to illustrate the principles of REX switching.

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by February 4, 1966.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
28.48	Ferric sodium pyrophosphate.	Sodium iron pyrophosphate.	December 31, 1966	6452
29.14	Nickel formate . .	As in previous column .	December 31, 1966	6814
29.23	Isoxsuprine lactate . .	As in previous column .	December 31, 1966	6811
29.24	*N* - 2 - Chloroethyltrimethylammonium chloride.	2 - Chloroethyltrimethylammonium-chloride.	December 31, 1966	6794

Note: Withdrawal of application.

Interested parties will wish to know that the application for temporary exemption from import duty of (+)—α-Tocopheryl acetate (29.38) published on page 889 in the *Board of Trade Journal* of October 15, 1965, has been withdrawn.

New Books

Government Information and the Research Worker, edited by Ronald Staveley and Mary Piggott (267 pages. The Library Association, 7 Ridgmount Street, Store Street, London W.C.1. 56s.). British Government departments produce a great deal of information which can be of use to research workers in many fields of science, technology and the social sciences. Much of this information is published in monographs, in official periodicals, and in series of publications which in some cases had their origins during the 19th century. Other information is contained in special registers which are available for public consultation; for example, the Board of Trade's registers of bankruptcies, of business names, and of companies. In other cases, more detailed breakdowns of statistical information collected and published by departments may be available on a repayment basis; the external trade statistics collected by HM Customs and Excise and the censuses of distribution and production conducted by the Board of Trade are examples. With so much information available in so many different ways there is clearly a need for a reasonably comprehensive guide to what exists, which to be authoritative needs to be compiled by officials of the departments concerned. This second edition of *Government Information and the Research Worker* is to be welcomed on these grounds. The first edition had its origins in a series of lectures delivered at a vacation course of the University of London School of Librarianship and Archives in April 1951. Edited versions of these lectures were published during 1952. Their usefulness has diminished somewhat over the years, as a result of the many changes in the organization and responsibilities of Government departments which have taken place. Now, up-dated and in some cases entirely re-written accounts are provided of information likely to be of value to the research worker available from most, though not all, Government departments. Compared with the first edition, contributions on the Department of Education and Science, the Treasury's Information Division and the Central Statistical Office are lacking; a contribution on the Department of Scientific and Industrial Research was prepared, but was overtaken by events and had to be omitted. New to this edition is a chapter on the United Kingdom Atomic Energy Authority. The Ministry of Transport is among the departments which have not figured in either edition. The contributions are by departmental librarians or senior library staff, or by senior officials particularly concerned with the information and research activities of departments. A useful feature of the contribution on the Board of Trade is an appendix which provides a subject guide to current information regularly published by the department. It lists 100 annuals, periodicals, and articles regularly published in the *Board of Trade Journal,* showing for each the date publication commenced, and frequency of publication. This is the first time such a list has been available. Several other chapters also include valuable lists and descriptions of publications and records. The Director of HM Stationery Office's Publications Division has contributed a chapter on the publishing activities of HM Stationery Office. The editors, in their preface, refer to the difficulties they have faced over a period of four years in preparing this edition. It is to be hoped that a third edition can be produced well within the period of 13 years that separated the first and second editions. Inevitably many of the contributions are already in some degree out of date, but the book should give valuable service for a few years as a guide to much of the information available to the public from Government departments.

The Towns of Wales, by Harold Carter (381 pages. University of Wales Press, Cardiff, 42s.). The purpose of this book is to present a geographical survey of the towns of Wales. Historical, economic and social material is introduced only in so far as it is relevant to the interpretation of location and use of space. The book is in three main sections, dealing respectively with the major phases in the general development of urban settlement in Wales, the functions of Welsh towns and their morphology. The second section is likely to have the greatest interest to readers of the *Board of Trade Journal.* It provides a functional classification of Welsh towns based on a study of their occupational structures, and a grading of towns on the basis of urban rank, determined in part by the number of wholesale establishments in a town. Size, as measured by population totals, is also considered. The volume includes numerous maps and plans and a section of photographs. There is no bibliography, but numerous references to quoted sources are given as footnotes.

Population Growth and Planning Policy; an Analysis of Social and Economic Factors Affecting Housing and Employment Location in the West Midlands, by D. E. C. Eversley, Valerie J. Jackson and G. M. Lomas. (88 pages. Frank Cass & Company, 30s.) 'The basis of all regional planning is an adequate foundation of statistical information' say the authors of this monograph, contending that hitherto essential facts have been to a greater or lesser extent unavailable, even to high level government study groups. To remedy this situation the West Midlands Social and Political Research Unit in the University of Birmingham has undertaken an extensive study of census and other data, relating to the five West Midlands counties (Herefordshire, Shropshire, Staffordshire, Warwickshire and Worcestershire), of which the present volume contains the first published results. Within the area of the five counties it reviews the changes taking place in the growth and location of population, the demand for houses and land, the growth and structure of employment, and the rate of factory and office building. The extensive statistical data cover the period since 1951, and the attempt is made to project growth up to 1986. In addition to the statistical evidence, there is a good deal of discussion about the methodology of measurement, especially in the field of population growth and employment, and about the problems encountered in trying to make medium and long-range forecasts.

Local Government in Britain. Central Office of Information *Reference pamphlet 1.* (43 pages. 4s., by post 4s. 6d., from HM Stationery Office and Government bookshops.) This revised edition covers the recent changes in London government. Divided into three sections – England and Wales, Scotland, and Northern Ireland – the pamphlet briefly traces the evolution of local government from the Saxon period up to the present time and goes on to describe the principal types of local authority in each county, how they are elected, their internal organization, the services they provide, they way in which these services are financed, and the relations between the local councils and central government departments.

IPA Services to Members. (26 pages. Available free from the Institute of Practitioners in Advertising, 44 Belgrave Square, London S.W.1.) The Institute of Practitioners in Advertising's new booklet about itself is in four sections – 'Aims and organization', 'Services', 'Meetings and events', and 'Policy decisions'. The publication summarizes the Institute's work and indicates who, at the IPA, should be contacted on any particular subject.

The Swedish Economy. National Institute of Economic Research (Konjunkturinstitutet), Stockholm. (Three issues a year. Available, through bookshops only, from AB Nordiska Bokhandeln, Drottninggatan 7-9, Stockholm C. Annual subscription Sw. Kr.18; single copies, Sw. Kr. 6.50). The Konjunkturinstitutet is an agency of the Swedish government which compiles national income statistics, publishes reports on current economic conditions, and carries out other research work of importance to economic policies. A recent example of the latter activity was a report on the operation of the Swedish investment funds system, which was reviewed in the *Board of Trade Journal* on December 24, 1965, page 1505. Information on current economic conditions in Sweden has been published for many years in periodical form. From 1937 to 1959 the Institute published *Konjunkturläget,* issued at irregular intervals in its series of *Meddelanden* (communications), and including an English summary. In 1960 this was superseded by *The Swedish Economy.* The first issue, dated November 1960, contained a summary only in English, but during 1961 the periodical was issued quarterly with the full text of articles in English. The pattern of publication since has been rather irregular – three issues during 1962 and two during 1963 – but as from 1964 a stable situation has been achieved. There are now three issues a year, of which the first is devoted to the Swedish preliminary national budget, the second to the revised national budget, and the third to a report on economic conditions as at October, prepared for the use of the Swedish Parliament at the beginning of its autumn session. Each issue also includes a statistical section, containing up-to-date figures for a wide range of economic topics. The national budgets are thus again being published by the Konjunkturinstitutet after an interval during which they were issued by the Swedish Finansdepartementet. A less detailed annual survey with a similar title, *Sweden's Economy,* is issued by the Svenska Handelsbanken, Stockholm.

Japan; Laws, Ordinances and other Regulations Concerning Foreign Exchange and Foreign Trade. (780 pages. Available from the Foreign Exchange Study Association, no. 12, 2-chome, Siba Shimbashi, Minato-ku, Tokyo; price not stated.) Contains English translations of the texts of the Japanese laws, cabinet orders, ministerial ordinances and notifications regulating import and export trade, foreign exchange transactions and foreign investment, as at August 20, 1964.

Other publications

BIRMINGHAM AND WEST MIDLANDS CHAMBERS OF COMMERCE TRADES DIRECTORY 1965/66. 388 pages. Birmingham Chamber of Commerce and Industry, 75 Harborne Road, Edgbaston, Birmingham 15. 10s., by post 13s.

FRANCO-BRITISH TRADE DIRECTORY 1965. 319 pages. Chamber de Commerce Française de Grande-Bretagne, Park House, 24 Rutland Gate, London S.W.7. Available free to members of the Chamber.

HARPERS GUIDE TO THE SPORTS TRADE 1966. 246 pages. Harper Trade Journals Ltd., 22 Cousin Lane, London E.C.4. 10s.

KEMP'S DIRECTORY – MERCHANTS, MANUFACTURERS, SHIPPERS, IMPORT AND EXPORT, ENGINEERS, PROFESSIONAL AND GENERAL TRADES. 1965 edition. 3,513 pages. Kemp's Directory Ltd., 299-301 Gray's Inn Road, London W.C.1. £5.

SKINNER'S COTTON AND MAN-MADE FIBRES DIRECTORY OF THE WORLD 1966. 881 pages. Thomas Skinner & Co. (Publishers) Ltd., 44 Brazennose Street, Manchester 2. 85s.

WEST INDIES AND CARIBBEAN YEAR BOOK 1966. 1,009 pages. Thomas Skinner & Co. (Publishers) Ltd., St. Alphage House, Fore Street, London E.C.2. 63s.

Imports from China 1966

THE BOARD OF TRADE in Notice to Importers No. 1137 dated January 15, have given further details of the licensing arrangements for imports from China in 1966.

In addition to various increases over the 1965 levels, arrangements have been made for the removal of restrictions on a number of commodities. These are fully listed in Annex A below and licences will be granted to the full value requested. Open Individual Licences will continue to be issued for eggs and egg products.

Annex B to the present Notice lists all the quotas so far established for the current calendar year, excluding only those for certain cotton, linen and man-made fibre manufactures and silk fabrics which were covered by Notice to Importers No. 1134.

Applications for licences in respect of items included in Annex B will be considered on the basis of evidence of firm offers by the Chinese export corporations and subsequent acceptance by the applicant. As licences will not be issued in excess of quotas and some of these are already approaching exhaustion (particularly those marked with an asterisk), applicants are advised to ascertain from the Import Licensing Branch, (Hillgate House, 35 Old Bailey, London, E.C.4.) whether a portion of the quota can be reserved on their behalf before concluding contracts.

ANNEX A

Goods for which licences will be issued on application to the full value requested

Apricot kernels.
Basketware (*other than* of cane, wicker or willow) and manufactures of raffia and straw.
Brushes of all kinds.
Buttons.
Cameras.
Carpets, hand knotted.
Chinese food specialities, not elsewhere specified, including the following:
- Bamboo shoots.
- Chilli sauce.
- Fried rice.
- Gourmet powder.
- Oyster sauce.
- Noodles.
- Rice sticks.
- Soup powder.
- Soya sauce.
- Spiced bran dough.
- Water chestnuts.

Embroidered linen handkerchiefs.
†Fancy goods, *other than* artificial flowers, fruit and foliage, pottery, silk manufactures and toys.
Fruit: canned, bottled or dried, *other than* apples, cherries, currants, gooseberries, grapefruit, loganberries, pears, plums, raspberries and strawberries.
Fruit juices, *other than* those derived from apples, blackcurrants, grapefruit, oranges or pears.
Furniture.
Ginger, preserved.
Hardware (nuts, bolts, padlocks, etc.), but *excluding* steel woodscrews.
Honey.
Certain ivory manufactures and lacquerware not elsewhere specified.
Jewellery, including imitation jewellery.
Leather goods, *other than* footwear and gloves.
Menthol crystals.
Millet.
Mirrors.
†Motor accessories, including sparking plugs.
Nuts in shell or shelled.
Pharmaceuticals.
Prawns, frozen.
Sea grass manufactures, *excluding* artificial flowers, fruit or foliage.
Scientific instruments.
Sports goods.
Stationery, *other than* pencils and crayons.
Tomatoes, canned or bottled.
Vegetables – dried, canned or frozen, *other than* those mentioned in Annex B.
Tyres and tubes.
Woodware, domestic.

† Precise description of goods should be given on application form.

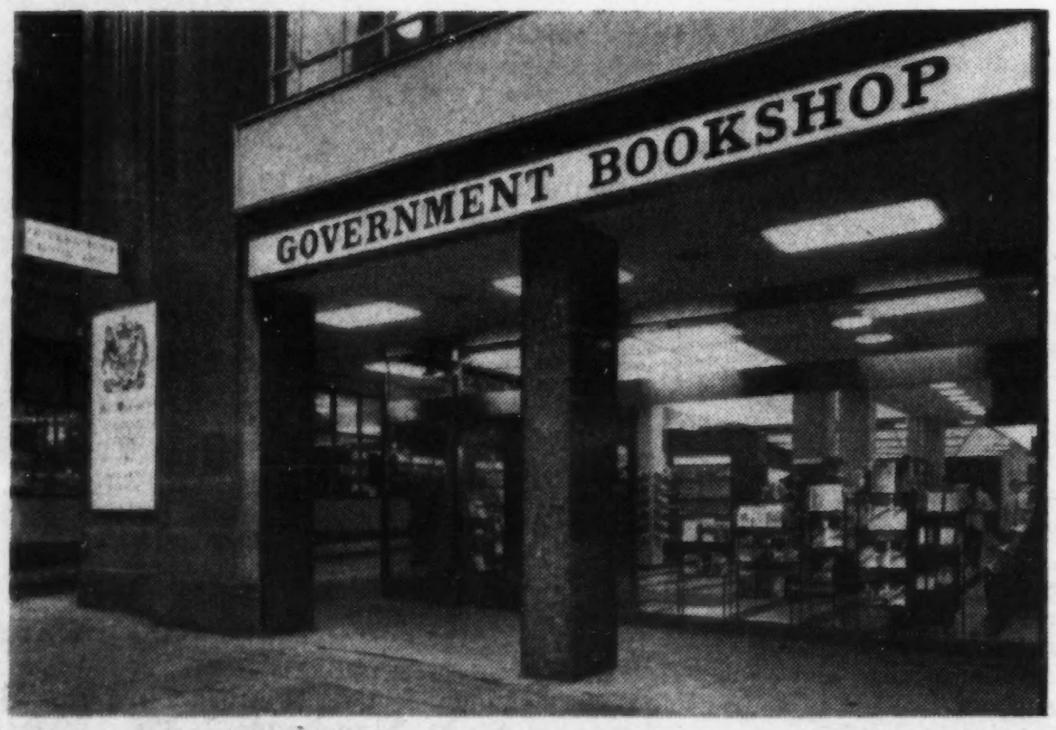
ANNEX B

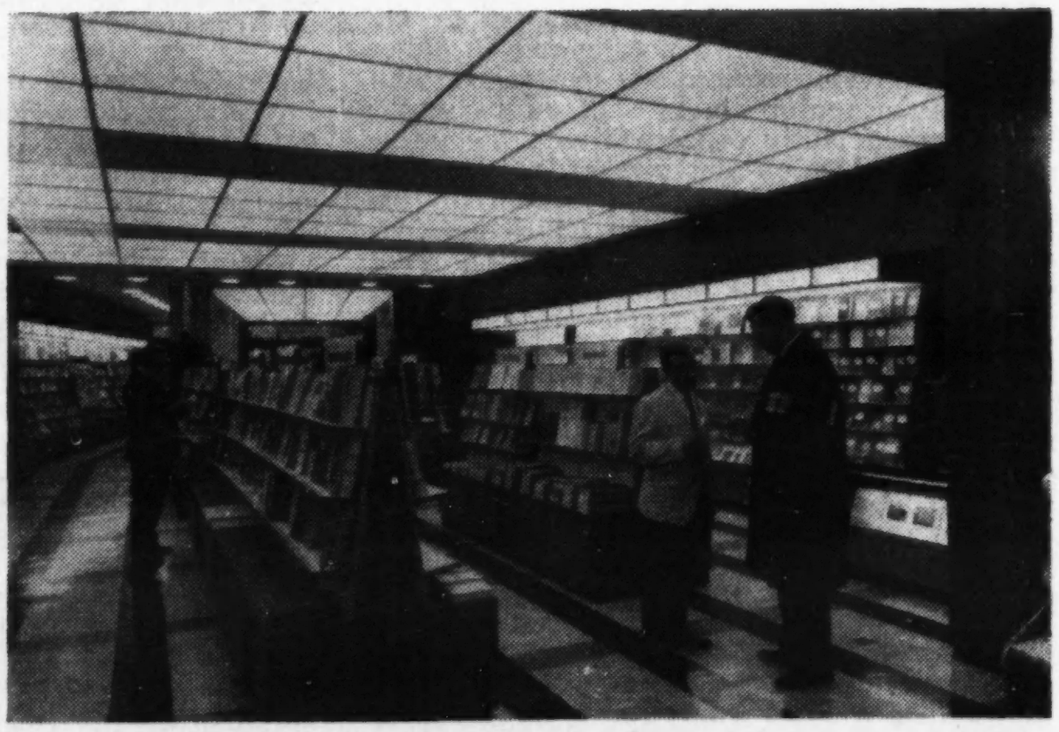
Quotas for imports from China during 1966

(Excluding textile manufactures covered by Notice to Importers No. 1134)

FOOD	£'000
Butter	100 (a)
Fish and shellfish:	
Fresh, frozen or preserved, *other than* fish in airtight containers, frozen fish (including fillets) and frozen prawns	10
Packed in airtight containers	25
Caviare and other fish roes and fishpaste	25
Fruit:	
Canned and bottled, *the following:* apples, cherries, gooseberries, loganberries, pears and plums – of which, not more than £5,000 for apples* and £5,000 for plums	100
Dried, *the following:* Apples, cherries, gooseberries, loganberries, pears and plums	25
Frozen, *the following:* Apples, cherries, gooseberries, loganberries, pears and plums	*Tons* 170
	£'000
Fruit juices derived from apples, blackcurrants or pears	25
Meat and meat products, frozen or in airtight containers, *the following:*	
*Rabbit, frozen	500
Poultry	150
*Canned pigmeat, including ham	300
*Canned pigs' liver and lungs	60
Canned meats *other than* pigmeat	10
Milk, processed	25
Vegetables, *the following:*	
Asparagus, green beans, beetroot, broccoli or cauliflower, Brussels sprouts, carrots, celery, cucumber (other than gherkins), herbs, lettuce and endive, mushrooms, onions (dry bulb) and shallots, green peas, radishes, rhubarb, spinach and turnips:	
*Dried or canned (excluding herbs, dried, in bulb)	50
	Tons
Frozen	200
TEXTILES AND APPAREL	£'000
Cotton bath mats	25
Footwear	100
Gloves of all kinds	150
Headgear (including hat bodies, hoods and shapes) not made wholly or partly of wool or felt	655
Silk apparel, *other than* gloves, stockings, socks and headgear	90
Silk manufactures *other than* apparel, yarns and fabrics	20
*Silk yarns (of which not more than £10,000 for thrown yarns)	45
Woollen knitwear *other than* gloves, stockings and socks	35
*Woollen fabrics	20
OTHER COMMODITIES	
Artificial flowers, fruit and foliage	25
*Basketware of cane, wicker or willow	20
Chemicals (subject to type)	400
*Clocks (of which not more than £20,000 for mechanical alarm clocks)	50
Cutlery	25
*Enamelware	10
*Glassware (table)	135
*Hurricane lamps	6
Leather (subject to type)	100
Musical instruments (subject to type)	120
*Pencils and crayons	18
Playing cards	30
*Pottery (of which not more than £90,000 for ornamental pottery)	155
Sewing machines	35
*Steel woodscrews	100
Toys and games, *other than* playing cards	250
Vacuum flasks	30
Watches	10

(a) Quota year runs from April 1, 1965, to March 31, 1966.
* Quota exhausted or nearly exhausted.





Two views of HM Stationery Office's principal Government bookshop in London which removed last week from Kingsway to First Avenue House, 49 High Holborn, London, W.C.1, and is now a better designed bookshop, displaying some 2,000 titles. It is expected to serve about half-a-million customers annually.

With help from Export Intelligence a British toy manufacturer has built up a worldwide network of agents. Exports have increased eleven-fold.

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Cardiff 65426 Telex 49267
Glasgow CITy 2855 Telex 77583
Inverness 30867/8
Leeds 20485 Telex 55472
London (South Eastern Counties)
TATe Gallery 4355 Telex 25991
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TATe Gallery 6271 Telex 25991
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3. Introductions to potential agents and buyers.
4. Help with overseas business visits.
5. Status reports on foreign firms.
6. Information on Tariff and Import regulations.
7. Details of overseas contracts out for tender.
8. Help and advice on participating in Trade Fairs overseas.
9. Assistance in finding licensees to manufacture your product abroad.
10. Information on how to market and advertise your product abroad.
11. Investigation into product suitability for foreign tastes and customs.
12. Help with overseas publicity (through Central Office of Information).

Government surplus sales by auction

MINISTRY OF DEFENCE

1966	Stores	Location	Auctioneers
Feb. 3 .	Miscellaneous stores and equipment .	No. 25 Maintenance Unit, Royal Air Force, Hartlebury, Worcs.	Nock & Joseland (Dept. L), 65 Coventry Street, Kidderminster. (Tel. Kidderminster 2053).

Clothing and equipment: Greatcoats, jackets, blouses and trousers, raincoats, khaki drill clothing, woollen pullovers, socks and stockings, shirts and collars, pants and vests, string vests, PT vests, aircrew drawers, blue gym shorts, navy blue clothing, kerosene suits, denim clothing, PVC jerkins, combat clothing, outer coats, duffel coats, rubberized coats, cold weather clothing, groundsheets, lightweight flying suits, airmen's caps and berets, cotton scarves, WRAF clothing, webbing equipment including packs (large – approx. 14,000), and haversacks (approx. 26,000), kit bags, air travel bags, holdalls, mess tins, water bottles, respirator face pieces, goggles, etc.

Footwear: Black boots and shoes, black leather flying boots, fur-lined flying boots, cold weather boots, kerosene boots, rubber knee boots, WRAF over-boots, canvas shoes, etc.

Electrical equipment: Motors, generators, alternators, transformers, regulators, rectifiers, invertors, lead-acid, alkaline and dry batteries, battery chargers, and charging panels, floodlights, landing lamps and various lamps, electric fans and heaters, switches, wall sockets, cable, test equipment, meters and a large quantity of small spares.

Cameras and photographic equipment: Aircraft cameras of various types, ground camera, polaroid camera, epidiascopes, episcopes, enlargers, glazing drums, exposure meters, various lenses, photographic paper and plates, film and bromide paper, chemical and miscellaneous equipment.

General Stores: Ball and roller bearings, aircraft wheels, fuel pumps, actuators, hydraulic equipment, fire extinguishers, rubber dinghies (approx. 700), brake parachutes, towing arms, 4-wheel transporter chassis, lashing gear, panniers, steel cradles, hydraulic press, plate glass, fibreglass cowlings in wooden cases, furniture and a large quantity of miscellaneous equipment.

Feb. 8-9 .	Machine tools, plant and equipment, clothing and textiles.	Royal Ordnance Factory, Royal Arsenal, Woolwich, S.E.18.	Fuller, Horsey, Sons & Cassell (Dept. L), 10 Lloyds Avenue, London, E.C.3. (Tel. Royal 4861).

Machine tools: Lathes, tool, cylindrical and thread grinders, vertical thread milling machines, shaping machines, woodworking and drilling machines.

Plant and equipment: Millar concrete mixer, 4 Bristow tar and bitumen oil fired heaters (250 galls. capacity), gravity roller conveyors, heaters, welders, fork-lift trucks, various pumps, 12 jerrycan filling machines (4 in. feed, 5-tons per hour), numerous surface plates, marking-out tables, various lifting and hoisting equipment.

Clothing, footwear and textiles: Battledress blouses and trousers, greatcoats, raincoats, jerkins, drill shorts and trousers, blankets, pillows, mattresses, Malkara cylindrical shaped canvas ammunition bags, haversacks, leather and webbing equipment, boots and shoes, carpeting, woollen and cotton rags, old leather, rope and cordage, hessian, rubber, etc.

Furniture: Chairs (upright and folding), armchairs, dining tables, bedside tables, steel wardrobes, mirrors, dressing tables.

General stores: 3 Dolly converters (2-wheel, 10-ton capacity), 39 Evinrude and Johnson 50 h.p. to 22 h.p. outboard motors; Merryweather 100 ft. and 125ft. trailer mounted telescopic towers; Hobart hand operated sausage filling machines (30 lb. capacity), kitchenware.

Feb. 15-18	Commercial and private vehicles including:	Ordnance Storage and Disposal Depot, Ruddington, Notts.	Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel. Nottingham 45272).

Caterpillar tractors (D4, D7, D8), Coles/AEC 7-ton bridging cranes, Ruston Bucyrus RB 33 10-ton crawler cranes, 10 towed scrapers (8 cu. yds), Bedford, Commer and Austin trucks (1 to 7 tons); Bedford tractors (Scammell), AEC 'Matador' tractors (10 ton diesel), Austin ambulance, Bedford coaches (7 to 31 seaters), Austin 'Champs,' 2 Chevrolet sedans, 2 Jaguars (XK and Mk. 8 saloon), Morris 1000 and Mini Minor saloons, Hillman 'Huskys,' Ford Popular, Anglia and Consul saloons, Land Rovers, Bedford 'Utilecons.'

Feb. 24 .	Technical and miscellaneous stores . .	Central Ordnance Depot, Donnington, Nr. Wellington, Salop.	Hall, Wateridge & Owen Ltd. (Dept. L), Welsh Bridge, Shrewsbury. (Tel. Shrewsbury 53151).
March 1 .	Machine tools, bearings and miscellaneous stores.	Ordnance Storage and Disposal Depot, Branston, Nr. Burton-on-Trent.	Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel. Nottingham 54272).
March 16 .	Miscellaneous stores and equipment .	No. 7 Maintenance Unit, Royal Air Force, Quedgley, Glos.	Bruton, Knowles & Co. (Dept. L), Albion Chambers, King Street, Gloucester. (Tel. Gloucester 21267).

Catalogues for the sales shown above may be obtained from the relevant auctioneers 14 days prior to the date of sale. Price 1s. 0d. (*Postal Orders only*).

SALE BY TENDER – MACHINE TOOLS

Single-spindle automatics, vertical borer, broaching machine, pillar and radial drills, gear cutting machines, centreless, internal, surface, universal and tool and cutter grinders, centre, capstan, turret and multi-tool lathes, horizontal, vertical, universal and profile millers, presses, sewing, slotting, shaping and tapping machines, seam welder, etc.

Location: Ministry of Defence (AD), Ordnance Storage and Disposal Depot, Branston, Nr. Burton-on-Trent, Staffs.

Applications for Tender Forms should be made to Ministry of Defence (AD), Directorate of Sales (Sales 4 (b) (ii)), Room 419, First Avenue House, High Holborn, London, W.C.1. Tenders must be returned by 10 a.m. on February 10, 1966. Permission to view on presentation of Tender Form only.

MINISTRY OF PUBLIC BUILDING AND WORKS

1966	Description of Goods	Location	Auctioneers
Feb. 1 .	Office and miscellaneous furniture, engineering and electrical equipment, domestic and other equipment, etc.	Ministry of Public Building and Works, Supplies Division Store, Shed 10, Site 1, Kidbrooke Park Road, London, S.E.3.	Hollingsworths, 6 Snow Hill (2nd Floor), Holborn Viaduct, London, E.C.1. (Tel. City 1718 and 1828).

Catalogues, price 6d., are obtainable from the auctioneers. View days: day preceding the sale and morning of the sale.

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958				
Value in base year, £m.	20,085	—	16,050	15,373	15,373	9,140	3,478	922	688	591	1,205	series shown in £ million			
1960	109	112	114	110	109	98	119	110	127	129	114	+592	+520	+48	+37
1961	113	114	122	116	111	100	129	130	135	137	121	+319	+230	+36	+29
1962	114	115	127	123	114	100	128	119	131	141	124	+ 76	+ 33	+22	+14
1963	118	119	135	130	119	103	132	108	140	145	133	+177	+ 89	+29	+55
1964	124	128	145	139	123	106	153	121	163	184	152	+510	+332	+72	+47
1964															
1st quarter	123	127	142	136	123	105	146	116	156	178	143	+ 95	+ 79	+10	+ 3
2nd quarter	124	128	143	137	122	105	152	121	155	184	155	+172	+126	+13	+12
3rd quarter	124	128	146	140	123	106	155	121	171	187	153	+136	+ 77	+19	+17
4th quarter	126	130	147	142	125	107	159	128	170	186	156	+107	+ 50	+30	+15
1965															
1st quarter	128	132	151	146	127	108	158	138	161	189	159	+ 57	+ 49	—10	+11
2nd quarter	126	131	152	145	123	107	159	127	165	182	164	+ 95	+ 83	— 5	+ 6
3rd quarter		131		147	124	108		131	152				+ 71	+21	+19
1965															
May	..	132	..	..	..	108	..	..	..	..	..	..	..	..	..
June	..	130	..	..	..	107	..	..	..	..	..	..	..	..	..
July	..	131	..	..	..		..	..	..	..	..	..	..	..	..
August	..	132	..	..	..	108	..	..	..	..	..	..	..	..	..
September	..	131	..	..	..		..	..	..	..	..	..	..	..	..
October	..	131*	..	..	..	108	..	..	..	..	..	..	..	..	..
November	..	131*				110									

	ORDERS		PRICES AND COSTS					LABOUR				IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
	Engineering industries: orders on hand	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry:		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers	Unfilled vacancies for adults					
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average (seasonally adjusted)	Mid-month or monthly average†	Change from previous period†	Normal seasonal change	at current prices		
	at 1958 prices													
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956	series shown in thousands				1958	1958	series shown in
Value in base year, £m.	..	..	—		—	—	—					3,836	3,250	£ million
1960	120	136	110·7	+1·0	104·5	116·0	122·5	336	212	+55	..	121	112	—273
1961	122	104	114·5	+3·4	104·4	119·1	130·3	305	213	+ 1	..	119	117	— 14
1962	117	100	119·3	+4·2	103·0	120·6	136·3	422	149	—64	..	121	120	+ 93
1963	136	117	121·7	+2·0	104·5	121·4	141·3	500	144	— 5	..	130	130	+105
1964	162	124	125·7	+3·3	108·6	124·7	148·5	361	221	+77	..	148	136	—412
1965			131·8	+4·9				309	265	+44	..	150*	145*	
1964														
1st quarter	141	121	123·2	+1·5	107·9	123·2	146·0	386	182	+25	— 5	146	135	— 78
2nd quarter	148	124	125·5	+2·8	107·8	124·2	147·7	368	230	+48	+33	148	135	—104
3rd quarter	153	113	126·5	+4·3	108·6	125·0	149·4	359	242	+12	+ 6	148	134	—127
4th quarter	162	124	127·6	+4·5	109·9	126·3	150·9	330	228	—14	—34	149	139	—103
1965														
1st quarter	169	121	128·8	+4·5	109·7	128·3	153·8	306	233	+ 5	— 5	143	141	— 13
2nd quarter	166	127	132·0	+5·2	111·0	129·1	156·2	304	288	+55	+33	152	141	— 79
3rd quarter	164*	117*	132·6	+4·8	110·5	129·9	159·9	321	284	— 4	+ 6	153	147	— 64
4th quarter			133·5	+4·6	111·2*	130·2*		305	255	—29	—34	153*	151*	
1965														
May	165	123	132·1	+5·1	111·3	129·2	156·0	305	287	+13	+ 9	157	140	..
June	166	127	132·4	+4·9	110·7	129·3	157·2	309	302	+15	+13	148	139	..
July	166*	126*	132·4	+4·9	110·5	129·6	159·5	318	296	— 6	+ 3	152	154	..
August	167*	122*	132·7	+4·7	110·2	130·0	159·9	324	282	—14	— 9	157	144	..
September	164*	117*	132·8	+4·8	110·6	130·1	160·2	321	275	— 7	— 7	149	143	..
October	166*	121*	132·9	+4·8	111·1*	130·2*	161·0	309	265	—10	—12	151	146	..
November		124*	133·5	+4·5	111·2*	130·2*	162·0	301	253	—12	—16	156	153	
December			134·1	+4·5	111·4*	130·3*		304	246	— 7	—11	152*	155*	

† Not seasonally adjusted. * Provisional.

United Kingdom trade in December

Summary

EXPORTS in recent months have shown further strong expansion after the sharp increase in the third quarter. The rise for the year 1965 was 7 per cent, a rate well above average. In volume, it was nearly 5 per cent. Imports in the fourth quarter of 1965 were the same as in the third quarter and for the year as a whole were 1 per cent up on 1964 in value, and about half of 1 per cent higher in volume. The trade deficit in the fourth quarter fell to £12 million a month and the average for the year to £23 million a month, about half the average rate for 1964.

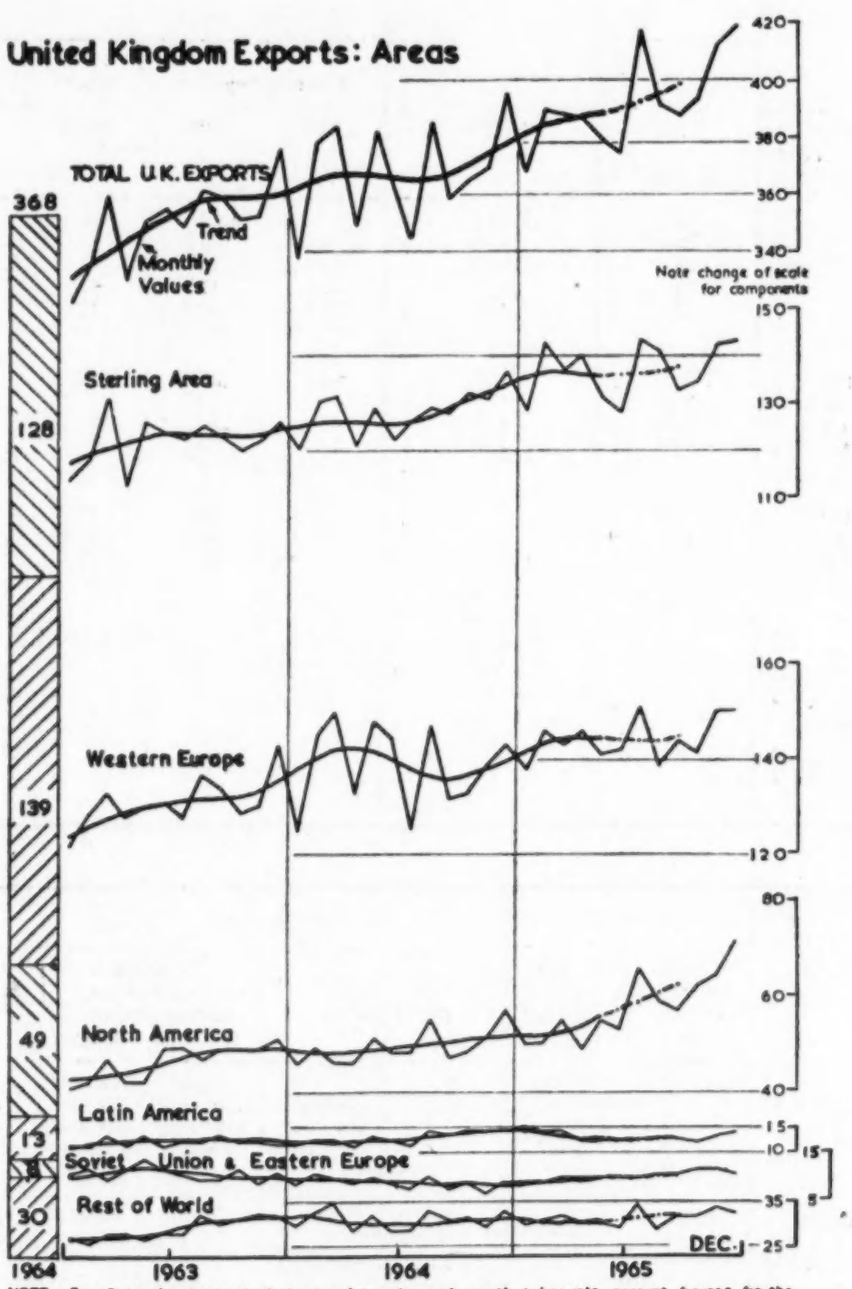
Trade Balance

The trade balance in December was in surplus by £5 million, seasonally adjusted. This is one of the best months' results we have had in recent years. For the three months October-December there was a visible deficit averaging £12 million a month, against the average deficit of £26 million a month in the third quarter. This improvement mainly reflects the rising trend in exports. For the year as a whole the deficit averaged £23 million a month, compared with £45 million a month in 1964.

Exports

Exports in December were £419 million, seasonally adjusted (marginally above the previous highest figure of £418 million in July), therefore an all time record. In the three months October-December, exports, at an average of £409 million, were over 2 per cent higher than in the third quarter, which in turn was over 4 per cent up on the first half-year. The value of exports in the year 1965 was 7 per cent more than in 1964, compared with an increase in 1964 of rather under 5 per cent. The average over the period 1960-1964 was about 5 per cent per annum in value.

In the fourth quarter last year the main expansion continued to be in exports to the North American market, where the trend had been strongly upwards since the first quarter. In the year 1965 exports to the United States were 23 per cent higher than in 1964. There was also some increase in the fourth quarter in exports to the Overseas Sterling



NOTE. On all graphs the level of the trend line for each month takes into account figures for the seven months before and after that month. A provisional trend for the first four of the last seven months is shown by a broken line.

TABLE 1 (A)
Seasonally adjusted values

£ million per month

	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.	Trade balance
1964 . . .	368	475	13	—45
1965* – – –	393	480	14	—23*
1964 1st quarter –	366	469	12	—41
2nd quarter –	365	477	13	—45
3rd quarter –	363	475	14	—51
4th quarter –	376	478	13	—41
1965 1st quarter –	383	458	13	—13
2nd quarter –	381	485	13	—40
3rd quarter –	399	489	15	—26
4th quarter* –	409	489	16	—12
1965 July – –	418	485	17	— 4
August – –	391	501	15	—48
September –	388	476	14	—25
October – –	394	484	15	—22*
November –	413†	498†	14	—18*
December* –	419	486	17	+ 5*
1965 July-September –	399	489	15	—26
Oct-Dec* –	409	489	16	—12*

* Provisional estimates † Revised figures

TABLE 1 (B)
Recorded Values

£ million per month

	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.
1964 1st quarter . .	371·4	477·7	12·8
2nd quarter .	377·5	480·8	13·1
3rd quarter . .	338·7	460·4	12·0
4th quarter . .	382·9	479·7	13·3
1965 1st quarter . .	374·0	464·9	13·6
2nd quarter .	401·7	487·0	14·0
3rd quarter . .	380·6	476·1	14·0
4th quarter . .	417·5	493·9	15·8
1965 October . .	391·8	488·0	15·1
November . .	446·1†	499·9†	15·3
December* . .	414·5	493·7	17·1

* Provisional estimates † Revised figures

Table 2—United Kingdom exports: Areas

Seasonally adjusted £ million f.o.b. monthly averages or calendar months

	Sterling Area	Western Europe			North America	Latin America	Soviet Union and Eastern Europe	Rest of World	Total
		Total	EEC	EFTA					
1964 Year .	128	139	75	52	50	13	8	30	368
1965 Year* .	137	145	75	56	58	13	9	31	393
1st quarter .	136	143	74	56	52	15	8	31	383
2nd quarter	133	143	75	55	53	12	9	30	381
3rd quarter	138	145	75	55	61	13	10	32	399
4th quarter*	140	148	78	56	66	13	10	32	409
October .	135	142	74	54	62	12	11	32	394
November	142	151	79	57	64	13	11	33	413
December*	143	150	81	56	71	14	10	32	419

* Provisional estimates

'Exports have made an impressive advance in 1965. The total for the year is encouraging evidence of the vigour and determination which is needed in our export drive. Last year's 7 per cent rise over the 1964 total is one of the best achieved in the past 10 years and has helped us to cut our deficit on visible trade to one-half the 1964 rate. This is a very substantial step towards improving our balance of payments for 1965 and overcoming the deficit completely this year.

'Last year's expansion in exports owed much to our success in a few markets, especially the United States. This year I would like to see a broader attack on world markets, with even more firms taking a hand in the further strong expansion which it is our job to secure in 1966. The export promotion measures I have announced in recent months are intended to help every firm to join in this accelerating campaign.' – *Mr. Douglas Jay,* President of the Board of Trade.

'Our trade balance continues to improve,' said Mr. James Callaghan, MP, Chancellor of the Exchequer, on January 12 at Cardiff. 'The figures show that December was an all-time record for British exports. The export drive is no mere flash in the pan, and I believe we shall do even better in 1966. World trade is likely to grow, and that will give our exporters an even better chance. We are also having success in curbing heavy overseas expenditure on the capital account and so improving our chances of balancing our accounts.'

Area, which were 1 per cent higher than in the preceding three months. Exports to South Africa and Australia were higher, but to other sterling countries lower. Total sales to Western Europe also rose in the fourth quarter by 2 per cent, following a smaller expansion in the preceding quarter. Exports to EEC countries grew by 4 per cent in the fourth quarter, with a sharp rise in exports to the Netherlands and Italy, but little change in the case of EFTA countries. Shipments to other Western European countries were again higher.

The main type of export which rose was transport equipment, especially aircraft and ships. There was some continuing rise in road vehicles. Exports of machinery were well maintained in the fourth quarter after the substantial increase in the third. Following their sharp rise earlier this year exports of metals have eased back in recent months. Exports of miscellaneous manufactured goods rose in the fourth quarter. The record December figure for total exports was fairly widely spread among commodity groups.

Imports

Imports in December were £486 million, seasonally adjusted. Although the run of monthly figures has been irregular, the trend appears to have been level in the second half of last year. Imports in the fourth quarter were £489 million a month, the same as in the third quarter and slightly less than 1 per cent more than in the second quarter. For the year 1965 as a whole imports averaged £480 million a month, in value about 1 per cent more than in 1964.

Within the unchanged total of imports between the third and fourth quarters of last year, there were some changes in the commodity pattern. Imports of the food, beverages and tobacco group and of finished manufactures both appear to have levelled out after rising strongly since the first quarter. Imports of industrial materials declined, but fuel imports increased sharply. The latter, which tend to move erratically, had fallen to a low level in the third quarter. Beverages and tobacco imports were lower in the fourth quarter, but food imports increased a little further and, on average in the second half-year, were back to the high levels of 1964. Imports of basic materials continued to decline in the fourth quarter, and chemicals fell back after their strong rise in the middle of the year; imports of other semi-manufactures rose. The levelling out in imports of finished manufactures in the second half of last year marked a sharp change of trend; it was mainly attributable to a moderate fall in imports of machinery after marked increases in earlier months.

Imports from North America in the fourth quarter of 1965 continued to fall from the abnormally high level in the second quarter.

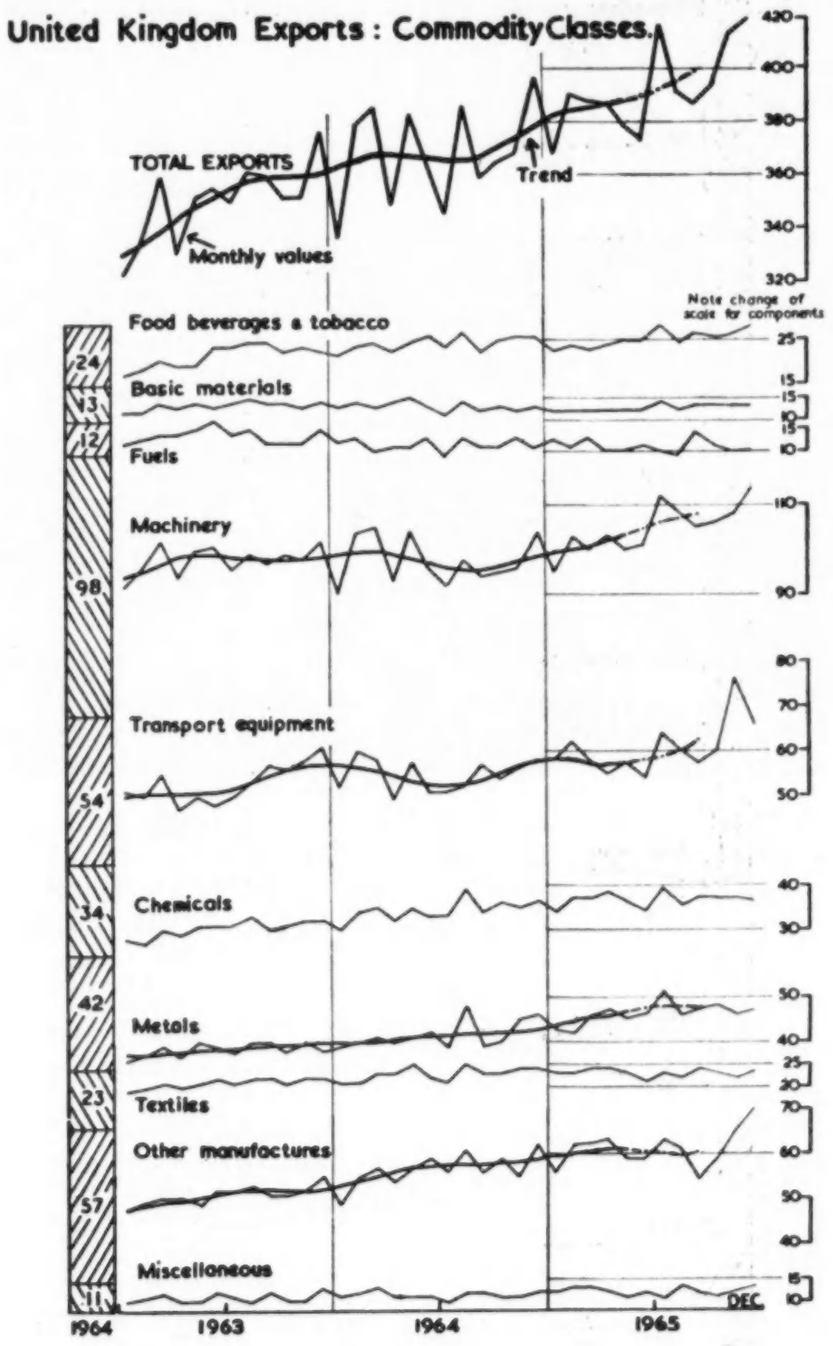


Table 3—United Kingdom exports: Commodity classes

Seasonally adjusted £ million f.o.b. monthly averages or calendar months

	Food, beverages and tobacco	Basic materials	Fuels	Manufactures									Miscellaneous	Total
				Total	Machinery and transport equipment				Chemicals	Metals and misc. metal manufactures	Textiles	Other manufactures		
					Total	Machinery	Road motor vehicles	Other transport equipment						
1964 Year	24	13	12	308	152	98	45	10	34	41	23	57	11	368
1965 Year*	25	13	11	333	165	105	47	13	37	47	23	61	12	393
1st quarter	23	12	12	322	159	100	46	14	36	44	23	60	13	383
2nd quarter	24	12	11	323	157	101	46	10	36	46	23	60	12	381
3rd quarter	26	13	11	337	169	109	47	12	37	48	23	59	13	399
4th quarter*	26	13	11	346	176	110	49	19	37	47	23	65	12	409
October	25	13	11	334	167	107	47	13	37	48	23	59	11	394
November	26	13	11	351	182	108	48	28	37	46	22	65	12	413
December*	28	13	10	354	179	114	52	15	36	47	23	70	13	419

*Provisional estimates

Imports from Western Europe, the Sterling Area and the Soviet Union and Eastern Europe were, in each case, not much changed in the fourth quarter as compared with the two preceding quarters. But imports from Latin America and the Rest of the World were markedly higher in the fourth quarter.

NOTES:

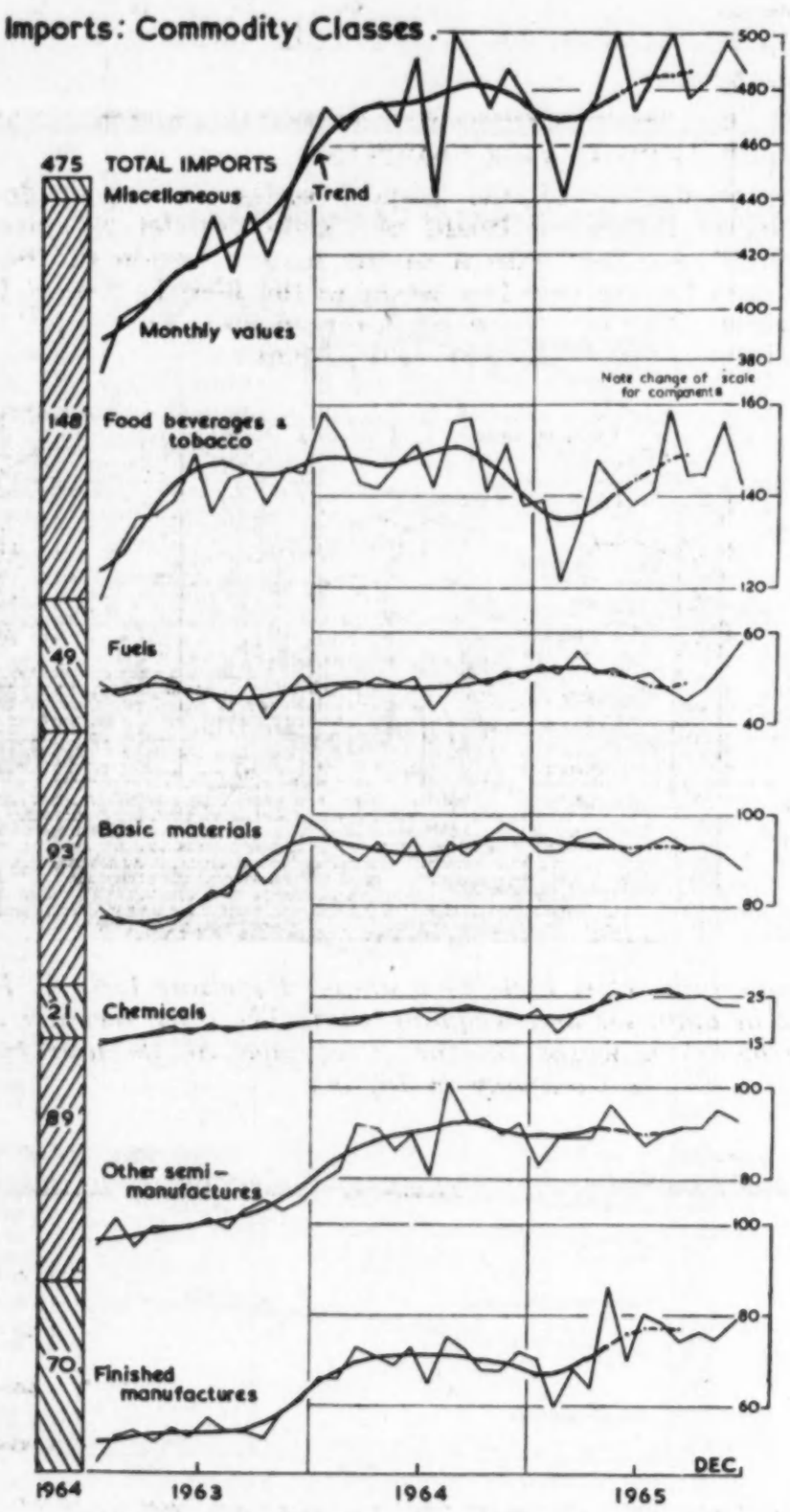
Trade Balance

The figures for the trade balance are on a balance of payments basis and are estimates and liable to revision. They are only published seasonally adjusted. In order to obtain the best guidance as to the trend of the trade balance, figures for several months should be taken together. This series is intended as a substitute for the crude 'trade gap' which, being the difference between imports (c.i.f.) and exports plus re-exports (both f.o.b.) is misleading in that the import valuation includes insurance and freight, which in so far as they are paid abroad, are included in the invisibles account in the balance of payments. There are also smaller adjustments, for example in allowance for goods not covered by the Trade Accounts.

Detailed particulars of United Kingdom imports, exports and re-exports will be published on January 31*, and further analysis of the figures will be found in the form of tables in the monthly Report on Overseas Trade for February†, due to be published on or about February 25.

*Accounts relating to the Overseas Trade of the United Kingdom, December 1965. HM Stationery Office, Price 30s., by post 31s.

†Report on Overseas Trade, published by HM Stationery Office, Price 3s. 6d., by post 3s. 10d. Annual subscription £2 7s.



Sir William McFadzean, chairman of BNEC, said: 'The export figures for December and for 1965 as a whole are not only most encouraging in themselves, but also confirm the upward trend of recent months. Another most heartening feature to BNEC is the increasing spread being steadily achieved both in the markets being attacked and in the widening range of products being sold, two objectives to which we have been giving every support.

'Although up-to-date figures for world trade are not known it would appear that Britain for the first time for many years has at last arrested the decline in her share. Having done this we must steadily work up to a bigger share.

'I am sure from my wide contacts with Government departments, sponsoring organizations and British industry there is a growing momentum of effort in the export field, and our main challenge for 1966 is to ensure that this momentum is steadily increased. Although direct imports seem to be levelling off, Britain's overseas expenditure is still running at far too high a rate and cancelling out to some degree the benefits of our increased exports – a major problem which I hope will be most energetically tackled by Government.'

Lord Watkinson, chairman of the Committee for Exports to the United States, said: 'Figures issued by the Board of Trade show that export of British goods to the United States rose by a record figure during 1965. This very praiseworthy achievement owes a great deal to the excellent teamwork of all those concerned with promoting British exports in the United States market. Credit is particularly due to the British Consuls and commercial officers in the United States who are doing a first-class job, to the British Exports Marketing Advisory Committee in New York who have dealt with a very large number of important inquiries about the United States market, to the four British-American Chambers of Commerce in New York, Chicago, Los Angeles and San Francisco, and not least to the members of my Committee for Exports to the United States who have put in an immense amount of personal effort. For 1966 the United States market remains wide open for British consumer goods of all kinds. However, if we are to meet our objective of balancing the trade between our two countries in our mutual interest, British must be able to sell substantial quantities of capital goods in the United States market as well as increase sales of consumer goods.

'It will thus be necessary to see that much greater efforts are made to ensure that any British purchases of capital goods from the United States are balanced by increased American purchases in the United Kingdom, and that the United States Authorities take a liberal view of the provisions of the "Buy American" act in order to facilitate "two-way" trade.'

Table 4—Imports: Commodity classes

Seasonally adjusted £ million c.i.f. monthly average or calendar months

	Food, beverages and tobacco	Fuels	Industrial materials				Finished manufactures	Miscellaneous	Total
			Total	Basic Materials	Chemicals	Other semi-manufactures			
1964 Year	148	49	204	93	21	89	70	5	475
1965 Year*	143	52	207	93	24	91	73	6	480
1st quarter	132	53	200	93	19	87	65	7	458
2nd quarter	144	51	211	94	25	92	73	6	485
3rd quarter	149	48	210	94	26	90	77	6	489
4th quarter*	148	53	208	90	24	93	77	6	489
October	146	48	210	93	25	92	77	6	484
November	156	52	210	91	23	95	75	6	498
December*	142	58	204	88	23	93	79	7	486

*Provisional estimates

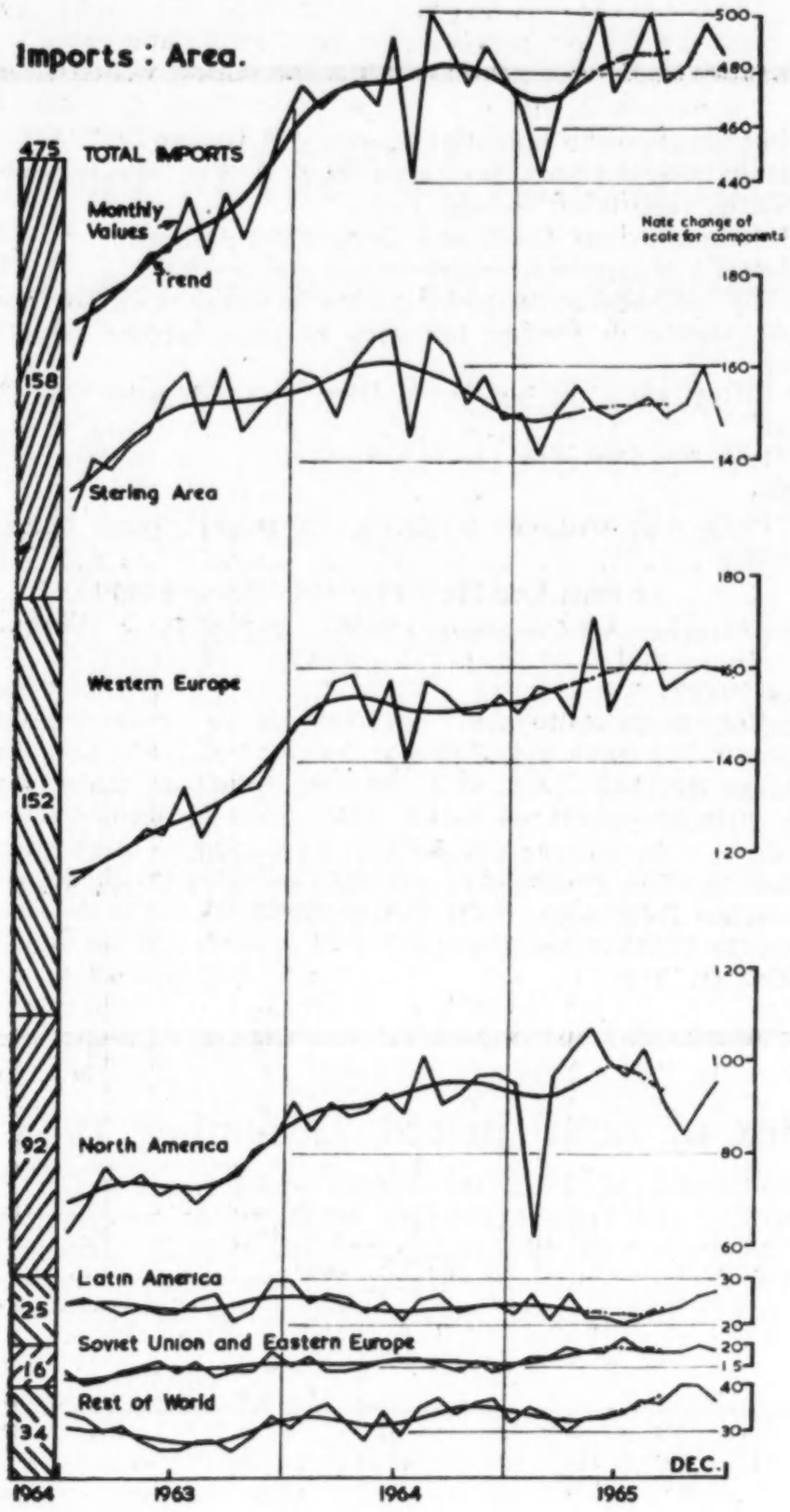


Table 5—Imports: areas

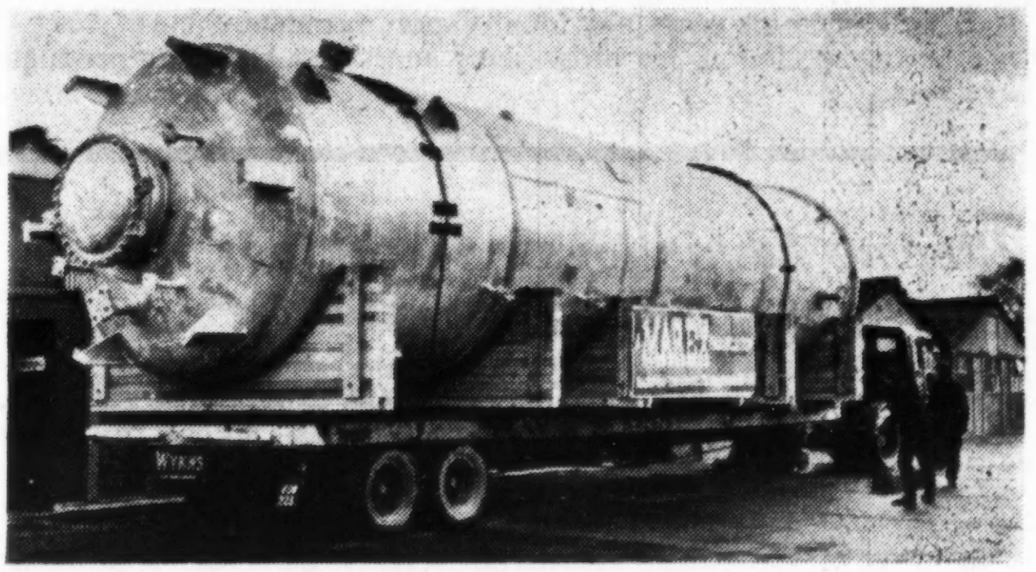
Seasonally adjusted £ million c.i.f. monthly average or calendar months.

	Sterling Area	Western Europe	North America	Latin America	Soviet Union and Eastern Europe	Rest of World	Total
1964 Year	157	151	92	25	16	33	475
1965 Year*	151	158	94	24	18	35	480
1st quarter	147	154	85	24	16	33	458
2nd quarter	153	157	103	24	19	32	485
3rd quarter	152	160	97	22	19	36	489
4th quarter*	153	160	90	26	18	39	489
Octover	152	160	85	24	18	40	484
November	160	160	89	26	19	40	498
December*	147	159	95	27	18	36	486

*Provisional Estimates

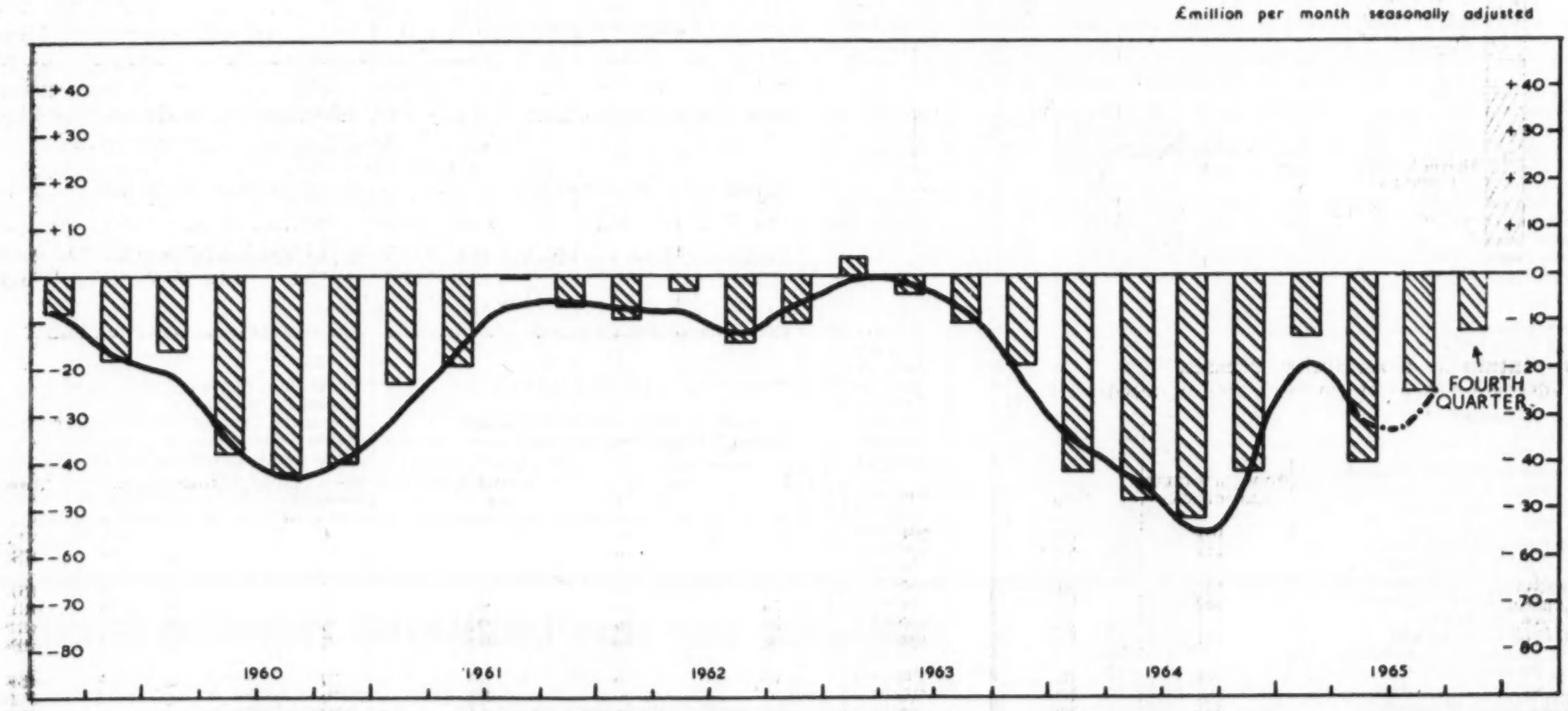
SIMPLER EXPORT DOCUMENTS

A window display of the aligned series of export documents described in the recent Board of Trade booklet 'Simpler Export Documents', together with a simple demonstration of the system, can be seen for the next few weeks at the Board's Export Information Centre, Hillgate House, 50 Ludgate Hill, London, E.C.4. The Centre is open from 9.30 a.m. to 5.30 p.m.



An aluminium vessel built by Marston Excelsior Ltd., 45 feet high, 10 feet in diameter and weighing some 17½ tons, recently left their Wolverhampton works on the first stage of its journey to the Nippon Peroxide Company in Japan.

THE TRADE BALANCE



NOTE: The level of the trend line for each month takes into account figures for the seven months before and after that month (For the period before the monthly series begins quarterly figures have been used) A provisional trend for the first four of the last seven months is shown by a broken line.

'Call Export Intelligence'

We can help you profit from new markets overseas.
Call EXPORT INTELLIGENCE
-and get the vital facts, key contacts and individual guidance you need-for the price of a telephone call

THE THIRD phase of the Board of Trade's 'Call Export Intelligence' campaign started on January 9 and will continue till the end of March. The purpose of the campaign, which started in April 1965, is to publicise the many Board of Trade facilities available to exporters. Advertisements in the new phase of the campaign will continue to offer to businessmen a speedy and confidential advisory service on various aspects of exporting, e.g. finding an overseas agent, providing the latest tariff and market information, creating overseas publicity, etc. These advertisements will appear in four national papers, three Sunday papers, the London Evenings and the *Board of Trade Journal*. Since the campaign started, 8,510 inquiries have been addressed to Export Intelligence offices in London and other parts of the country as a direct result of advertising (see page 123).

Exporters are invited to call us for:

1. Guidance on your individual export problem.
2. Information on the most likely market(s) for your product(s) overseas.
3. Introductions to potential agents and buyers.
4. Help with overseas business visits.
5. Status reports on foreign firms.
6. Information on Tariff and Import regulations.
7. Details of overseas contracts out for tender.
8. Help and advice on participating in Trade Fairs overseas.
9. Assistance in finding licensees to manufacture your product abroad.
10. Information on how to market and advertise your product abroad.
11. Investigation into product suitability for foreign tastes and customs.
12. Help with overseas publicity (through Central Office of Information).

at HQ: London CITy 9633 Telex 25977

Belfast (Ministry of Commerce) Belfast 28271 Telex 74578
Birmingham MIDland 8221 Telex 33702
Bristol 294821 Telex 44214
Cardiff 65426 Telex 49267
Glasgow CITy 2855 Telex 77583
Inverness 30867/8
Leeds 20485 Telex 55265
London (South Eastern Counties) TATe Gallery 4355 Telex 25991
London (Eastern Counties) TATe Gallery 6271 Telex 25991
Manchester DEAnsgate 9321 Telex 66104
Newcastle 27575 Telex 53178
Workington 3788

Cinema admissions and takings in November, 1965

DURING NOVEMBER, counted as a four-week period, the weekly average of admissions to cinemas in Great Britain was 5.3 million, and the weekly average of gross box office takings was £1.08 million.

Index of retail prices, December 1965

AT DECEMBER 14, 1965, the official index figure which measures changes in the average level of retail prices compared with the level at January 16, 1962 (taken as 100), was 114.1, compared with 113.6 at November 16. The rise in the index during the month was due mainly to increases, largely seasonal, in the prices of eggs.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Act, 1960, during the week ended Friday January 14, 1966.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
			BRITISH		
Look at Life Series 28:					
Away from the Blackboard	Br/E 31000	9	January 10	Rank Film Distributors Ltd.	Rank Film Distributors Ltd.
A Fair Cop	Br/E 31001	9	January 10	" "	" "
All in a Day's Flying	Br/E 31002	27	January 10	" "	Puritan Films Ltd.
Pathe Pictorial Series 573/585:					
Pathe Pictorial No. 579	Br/E 31017	8	January 12	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe Pictorial No. 580	Br/E 31021	8	January 14	" "	" "
Pathe News 66-3	Br/E 30919	8	January 14	" "	" "
Pathe News 66-4	Br/E 30920	7	January 14	" "	" "
Movietone News 1909	Br/E 30833	8	January 14	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 1909A	Br/E 30834	7	January 14	" "	" "
			FOREIGN		
The Beary's Family Album, Guest Who?	F 30994	6	January 10	Rank Film Distributors Ltd.	Universal International Films Inc.
Fractured Friendship	F 30995	6	January 10	" "	" "
Half Baked Alaska	F 30996	6	January 10	" "	" "
Girls on the Beach	F 30997	70	January 10	Paramount Film Service Ltd.	Paramount Pictures Corporation
Redline 7000	F 30998	110	January 10	" "	Laurel Productions
Up from the Beach	F 30999	98	January 10	Twentieth Century-Fox Film Co. Ltd.	Twentieth Century-Fox Film Corporation
Hill of Death	F 31003	97	January 12	Grand National Pictures Ltd.	Bosna Films, Sarajevo
The Great Wall	F 31004	125	January 12	" "	Daiei Motion Picture Co. Ltd., Tokyo
Government Agents *vs.* Phantom Legion:					
Ep. 1. *River of Fire*	F 31005	20	January 12	" "	Republic Pictures International Corporation
Ep. 2. *The Stolen Corpse*	F 31006	14	January 12	" "	" "
Ep. 3. *The Death Drop*	F 31007	14	January 12	" "	" "
Ep. 4. *Doorway to Doom*	F 31008	14	January 12	" "	" "
Ep. 5. *Deadlne for Disaster*	F 31009	14	January 12	" "	" "
Ep. 6. *Mechanical Homicide*	F 31010	14	January 12	" "	" "
Ep. 7. *The Flaming Highway*	F 31011	14	January 12	" "	" "
Ep. 8. *Sea Saboteurs*	F 31012	14	January 12	" "	" "
Ep. 9. *Peril Underground*	F 31013	14	January 12	" "	" "
Ep. 10. *Execution by Accident*	F 31014	14	January 12	" "	" "
Ep. 11. *Perilous Plunge*	F 31015	14	January 12	" "	" "
Ep. 12. *Blazing Retribution*	F 31016	14	January 12	" "	" "
Duel of the Space Monsters	F 31018	76	January 13	Twentieth Century-Fox Film Co. Ltd.	Vernon Films Inc.
Apache Uprising	F 31019	89	January 14	Paramount Film Service Ltd.	A. C. Lyles Production
Beach Ball	F 31020	83	January 14	" "	Paramount Pictures Corporation

Turnover of the catering trades, laundries, dry cleaners and hairdressers in November

THE TURNOVER of the catering, laundry, dry-cleaning and hairdressing trades for November continued to show increases when compared with a year earlier similar to the average for earlier months of the year. The turnover of the catering trades in November reflected a seasonal fall during the month, but showed an increase when compared with November 1964; laundries and dry-cleaners continued to show the higher rate of growth in November that has been apparent during the second half of this year; and hairdressers again recorded only a modest increase in turnover.

Catering trades

The total turnover of the catering trades was lower in November than in October, as in earlier years, but turnover was 5 per cent higher than in the same period in 1964. The rise of 5 per cent in November is much the same as the average monthly increase since the beginning of 1965.

Each of the four kinds of business shown separately in Table 1 recorded increases in turnover in November compared with a year earlier fairly closely in line with the average monthly increase for the earlier months of the year.

Laundries and dry cleaners

The total turnover of laundries and dry cleaners rose by 7 per cent in November compared with the same period in 1964. This gave an average rate of increase of 7 per cent over the five months July to November compared with 4 per cent in the first half of the year. Both laundries and dry cleaners when considered separately experienced higher increases in turnover during the period July to November when compared with a year earlier than during the first half of the year.

Hairdressers

In November the total turnover of hairdressers was 1 per cent higher than in November 1964. This very modest increase was perhaps due to some extent to the very cold weather during that month, and taking the figures for October and November together the percentage increase over a year earlier, at 2½ per cent, was fairly similar to the average monthly increase from the beginning of 1965. This experience was shared by both men's hairdressers and men's and women's hairdressers' shops when considered separately.

Table I. Catering trades

Index numbers of turnover per week and percentage changes on a year earlier (a) — **1960 = 100**

Kind of business (Turnover in 1960 £ million)	Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
TOTAL ALL CATERERS: (£1,290 million)	1962	112	95	115	129	112	93	94	96	108	109	125	131	136	121	112	102	119
	1963	117	96	119	134	119	94	93	100	111	113	130	136	142	126	118	109	126
	1964	126	105	127	145	127	104	102	109	115	130	135	149	150	137	126	118	136
	1965	132(b)	111	136	151		107	110	114	127	132	147	155	156	142	137	124	
	1964	+8	+10	+7	+8	+8	+11	+10	+9	+3	+15	+4	+10	+6	+8	+7	+8	+8
	1965	+6(b)	+5	+7	+4		+3	+8	+4	+11	+1	+9	+4	+4	+4	+8	+5	
Licensed hotels and holiday camps (£169 million)	1962	113	77	119	158	98	71	74	84	98	109	143	161	169	146	117	87	93
	1963	118	76	124	167	107	69	72	85	103	113	149	169	184	151	128	94	100
	1964	128	86	138	181	113	79	82	97	108	133	161	189	197	163	135	98	108
	1965	138 (b)	91	144	188		83	90	99	119	132	172	198	204	168	145	104	
	1964	+8	+13	+10	+9	+6	+15	+13	+13	+5	+18	+7	+12	+7	+8	+5	+5	+8
	1965	+6 (b)	+6	+6	+4		+5	+10	+3	+10	Nil	+7	+5	+4	+3	+8	+6	
Restaurants, cafes, etc., and fish and chip shops (£307 million)	1962	109	94	112	130	102	92	93	96	104	107	123	130	141	120	106	100	100
	1963	114	94	117	135	109	89	92	99	108	110	129	134	147	125	112	106	109
	1964	121	101	124	143	115	97	99	106	111	126	133	146	153	133	118	113	114
	1955	129 (b)	107	132	151		103	106	111	122	126	146	154	162	141	129	120	
	1964	+6	+8	+6	+6	+6	+9	+8	+7	+3	+14	+3	+9	+4	+6	+5	+7	+5
	1965	+7 (b)	+6	+7	+6		+6	+7	+4	+10	Nil	+9	+5	+6	+6	+9	+6	
Public houses (£711 million)	1962	114	97	116	125	119	97	97	98	113	110	124	128	132	118	113	104	135
	1963	118	98	119	130	125	98	94	101	115	113	128	133	137	122	119	112	141
	1964	128	109	127	141	136	111	105	113	116	132	132	147	144	134	127	122	154
	1965	133 (b)	114	138	147		112	115	116	132	134	145	152	149	140	139	127	
	1964	+8	+12	+7	+8	+8	+13	+12	+11	+1	+17	+4	+10	+5	+10	+7	+9	+9
	1965	+6 (b)	+4	+8	+4		+1	+9	+3	+14	+1	+10	+3	+3	+5	+9	+5	
Canteens and catering contractors (£102 million)	1962	108	113	106	101	113	113	114	111	104	111	104	103	90	109	112	115	110
	1963	115	120	113	106	119	119	122	120	111	119	111	108	96	112	118	125	115
	1964	121	120	121	113	129	119	122	119	124	121	118	113	104	122	128	135	126
	1965	125 (b)	129	124	116		128	129	131	122	133	117	116	110	121	132	142	
	1964	+5	Nil	+6	+7	+9	Nil	Nil	—1	+12	+2	+6	+4	+9	+9	+9	+8	+10
	1965	+4 (b)	+8	+2	+2		+7	+6	+10	—1	+10	Nil	+3	+5	—1	+3	+5	

(a) The periods covered by the index numbers consist of either four or five weeks, each quarter being divided into three 'monthly' periods of four, four and five weeks respectively. The period covered by November, 1965, turnover was the four weeks from October 31, 1965, to November 27, 1965 ; the corresponding period in 1964 was from November 1, 1964, to November 28, 1964.

(b) Cumulative figure for January to November compared with corresponding period of 1964.

(*Continued over*)

ADVERTISEMENT INQUIRIES FOR THE JOURNAL

Inquiries from the London Postal Area concerning the insertion of advertisements in the *Board of Trade Journal* should be addressed to **H. M. Stationery Office, Room D.94, Atlantic House, Holborn Viaduct, London, E.C.1 (City 9876 Ext. 6147).**

Inquiries from other parts of the United Kingdom should be addressed to **Cowlishaw & Lawrence (Advertising) Ltd., Memorial Hall Bldgs., 16 Farringdon Street, London, E.C.3 (City 3718).**

Table II. Laundries and dry cleaners

Index numbers of turnover per week and percentage changes on a year earlier (a). **1961 = 100**

Kind of business (Turnover in 1961 £ million)	Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
TOTAL ALL LAUNDRIES AND DRY CLEANERS (£107 million)	1963	110	106	114	113	107	100	103	114	112	118	112	116	107	115	114	110	99
	1964	115	110	120	116	112	109	111	109	119	119	120	119	111	117	119	114	106
	1965	122(b)	114	124	124		111	114	117	120	129	124	127	121	124	128	122	
	1964	+4	+3	+5	+3	+5	+9	+8	—4	+7	+1	+7	+3	+4	+2	+4	+4	+7
	1965	+5(b)	+4	+4	+7		+2	+2	+8	+1	+8	+3	+7	+9	+6	+8	+7	
Laundries (£67 million)	1963	109	108	111	110	107	104	107	112	107	113	112	114	105	112	112	110	100
	1964	114	112	117	114	112	114	112	109	116	115	120	117	110	114	116	115	107
	1965	120(b)	116	121	121		115	116	118	115	126	121	124	118	120	125	122	
	1964	+4	+3	+5	+3	+5	+9	+5	—2	+8	+1	+7	+3	+5	+2	+4	+5	+6
	1965	+5(b)	+4	+3	+6		+1	+3	+8	Nil	+10	+1	+6	+8	+5	+8	+6	
Dry cleaners, etc. (£40 million)	1963	112	104	119	117	107	92	98	117	119	126	114	119	111	120	117	110	96
	1964	116	107	125	120	113	100	110	109	126	127	122	122	114	123	124	114	104
	1965	125(b)	111	130	130		103	111	117	128	135	127	132	126	132	134	123	
	1964	+4	+3	+4	+2	+6	+9	+12	—7	+5	+1	+7	+3	+3	+2	+6	+4	+8
	1965	+6(b)	+4	+4	+9		+3	+1	+7	+2	+6	+5	+8	+11	+7	+8	+8	

NOTE: The kinds of business covered by these statistics are those included in Minimum List Heading 885 and most of those in 886 of the Standard Industrial Classification. See notes (a) and (b) to Table I.

Table III. Hairdressers

Index numbers of turnover per week and percentage changes on a year earlier (a). **1961 = 100**

Kind of business (Turnover in 1961 £ million)	Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
TOTAL ALL HAIRDRESSERS (£97 million)	1963	106	99	109	107	109	93	98	106	109	110	109	113	105	105	108	106	113
	1964	109	104	111	110	112	101	104	107	110	111	110	113	109	109	108	110	117
	1965	111(b)	106	114	114		103	105	108	114	113	114	116	115	112	112	111	
	1964	+3	+5	+1	+3	+2	+10	+7	+1	+1	+1	+2	+1	+4	+3	Nil	+4	+3
	1965	+2(b)	+1	+3	+3		+1	+1	+1	+4	+1	+3	+2	+5	+3	+4	+1	
Men's hairdressers, and men's hairdresser-tobacconists (£24 million)	1963	107	100	106	110	112	99	99	100	102	107	108	115	106	109	108	107	119
	1964	111	105	109	115	116	109	104	102	107	110	111	119	114	111	112	111	123
	1965	113(b)	109	112	119		111	108	107	108	111	117	121	118	117	118	113	
	1964	+4	+5	+4	+4	+4	+10	+5	+2	+5	+3	+3	+3	+8	+2	+4	+4	+3
	1965	+3(b)	+4	+3	+3		+2	+4	+5	Nil	+1	+6	+1	+4	+5	+5	+2	
Women's hairdressers and men's and women's hairdressers (£73 million)	1963	106	99	110	107	108	90	97	108	111	111	109	112	105	104	107	106	111
	1964	109	104	111	109	110	99	105	109	112	111	110	111	108	108	106	109	114
	1965	110(b)	105	114	112		100	105	108	117	114	113	114	114	110	110	110	
	1964	+2	+5	+1	+2	+2	+9	+8	Nil	Nil	Nil	+1	Nil	+3	+4	—1	+3	+3
	1965	+2(b)	Nil	+3	+3		+1	Nil	—1	+5	+2	+2	+3	+5	+2	+4	Nil	

NOTE: The kinds of business covered by these statistics are those included in Minimum List Heading 889 of the Standard Industrial Classification. See notes (a) and (b) to Table I.

New companies registered in December

BELOW are details of new companies registered in Great Britain during December 1965 showing nominal capital. The figures are exclusive of unlimited companies and companies limited by guarantee.

Nominal Capital	Public Companies	Private Companies	Total
Under £1,000	—	1,772	1,772
£1,000 and under £10,000	—	781	781
£10,000 and under £50,000	2	119	121
£50,000 and under £100,000	—	9	9
£100,000 and under £1,000,000	—	15	15
£1,000,000 and above	—	4	4
Total number	2	2,700	2,702
Total amount of Nominal Capital	'000's £49	'000's £14,919	000's £ 4,968

	Companies Registered in Great Britain in 1964-1965			
	1964		1965	
	Number	Nominal Capital £'000's	Number	Nominal Capital £'000's
January	4,035	9,654	3,127	8,031
February	3,662	29,939	3,281	9,615
March	5,006	16,654	4,722*	17,718
April	4,636	10,757	3,636	9,893
May	3,994	9,905	3,306	6,547
June	3,819	11,746	2,673	5,568
July	3,425	15,857	2,553	4,329
August	3,518	10,370	2,276	3,865
September	3,739	11,366	2,468	11,188
October	4,121	11,415	2,573	4,948
November	4,014	8,722	2,529	5,671
December	3,778	12,127	2,702	14,968
Total	47,817	158,512	35,846	102,341

*Includes one Private Company excluded in the March 1965 return.

Business Monitor: Production Series

THE FOLLOWING titles and issues of Business Monitor Production series are now available, and copies may be obtained by annual subscription from HM Stationery Office, PO Box 569, London, S.E.1.

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DEA broadsheets: 'The Benefits of Expansion'

THE EXTRA OUTPUT that will result if the National Plan's target of 25 per cent growth between 1964 and 1970 is achieved will be worth £8,000 million a year. How this money will be spent and the pattern that public and private expenditure may be expected to take are described in the latest DEA broadsheet, *The Benefits of Expansion* available now (free) from Publications Division, Central Office of Information, Hercules Road, London, S.E.1.

Approvals for industrial building in 1965

A MAJOR CHECK to the drift of industry and employment towards the South-east has been achieved in the past year. Provisional figures of industrial development certificates issued during 1965 (see tables attached) reflect the success of the Government's distribution of industry policy. In November 1964, Mr. Douglas Jay, President of the Board of Trade, said that a paramount need was to correct the acute geographical unbalance in the location of employment in this island, which lands us with congestion and labour shortage at one end and waste and unemployment at the other. He went on to say that he wished to see a tougher application of the industrial development certificate control in the congested areas.

The area of industrial building approved in the regions where unemployment has been for some time above the national average, Scotland, Wales and the Northern and North-west regions of England, increased from 24.6 million sq. ft. in 1964 to 30.8 million in 1965. This was nearly 50 per cent of all industrial building approved, compared with these regions' share of only 39 per cent on average over the previous five years. Yet only about one-third of the working population of the country lives in these regions. In Scotland the total of industrial building approved in 1965 was 11 million sq. ft. against 6 million in 1964; a rise from 10 per cent to 18 per cent of the total for Great Britain. In Wales the rise was from 3 million sq. ft. to 4½ million sq. ft. Northern Ireland (where idc's are not required) has also substantially benefited from the Government's policy and industrial development negotiations completed in 1965 provide for over 40 per cent more new jobs in manufacturing industry in Northern Ireland than the average of the three preceding years.

By contrast, the area approved for industrial development in the three regions of South-eastern England and the Midland region fell from 19.2 million sq. ft. in 1964 to 18.2 million in 1965. This was only 30 per cent of the total compared with 40 per cent on average from 1960 to 1964.

Industrial development certificates approved during 1965 in Scotland, Wales and the North and North-west regions included a number of large developments:

153,000 sq. ft. for AEI Ltd. at Glenrothes and 242,000 sq. ft. for the same company at Kirthcaldy, 300,000 sq. ft. for Hoover at Cambuslang, 1,860,000 sq. ft. for the Firestone Tyre and Rubber Co. at Wrexham, 140,000 sq. ft. for ICI Fibres Ltd. at Pontypool, 400,000 sq. ft. for Foster Wheeler Ltd. at West Hartlepool and 135,000 sq. ft. for Girling Ltd. at Bebington on Merseyside.

Part of the Government's general strategy is to provide readily available factory space in the development districts, particularly to meet the needs of companies which have an urgent requirement for increased production. During the year ending last October Mr. Jay announced two programmes totalling 55 Government financed factories, of which 32 are in coal mining areas.

In carrying out the Government's distribution of industry policy, applications for industrial development certificates are very carefully scrutinized. Each case is examined on its merits; export performance, the availability of labour and other scarce resources, the importance of industrial efficiency and modernization are all taken into account. Mr. Jay has reiterated the Government's intention to maintain its tough idc policy.

The change in the balance of approvals for industrial building has not been at the expense of industrial growth. There has been further expansion in the total amount of industrial building approved. The provisional figures for 1965 show an increase of 3.8 million sq. ft. over 1964, an increase of 6.5 per cent.

These figures do not include schemes under 5,000 sq. ft. It will be remembered that, since August, idc's have been required for schemes between 1,000 and 5,000 sq. ft. in the Midlands and South-east as a further means of controlling industrial expansion in these areas.

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.

Industrial building in fourth quarter of 1965

PROVISIONAL FIGURES of building projects – new buildings, extensions to existing premises and existing buildings turned to industrial use – for which industrial development certificates were issued during the fourth quarter of 1965 together with comparative figures for other periods, are as follows:

	Number of Schemes	Total area (millions of square feet)
GREAT BRITAIN		
1961	2,481	56·6
1962	1,888	37·3
1963	2,066	39·1
1964	2,775	58·0
1965	2,873	61·8
1963 1st quarter	469	9·2
2nd quarter	519	9·9
3rd quarter	513	9·6
4th quarter	566	10·4
1964 1st quarter	664	12·8
2nd quarter	739	15·4
3rd quarter	685	15·0
4th quarter	687	14·8
1965 1st quarter	775	16·9
2nd quarter	746	15·3
3rd quarter	709	16·1
4th quarter	643	13·5

Regional Figures

Standard Region	Number of Schemes				Total area (millions of square feet)			
	Calendar years			Qtr. ended Dec.31,	Calendar years			Qtr. ended Dec.31,
	1963	1964	1965	1965	1963	1964	1965	1965
GREAT BRITAIN	2,066	2,775	2,873	643	39·1	58·0	61·8	13·5
Northern	136	213	226	43	4·1	7·5	5·9	1·0
East and West Ridings	185	301	272	66	3·2	5·1	5·0	1·2
North Midland	154	255	251	75	2·9	4·7	4·7	1·8
Eastern	202	264	254	49	3·7	5·5	4·3	0·7
London and South Eastern	307	345	334	66	4·1	5·3	5·1	1·1
Southern	171	193	193	31	3·1	3·4	3·8	0·6
South Western	127	184	178	39	2·4	4·4	3·1	0·5
Wales	87	111	135	40	1·8	3·1	4·5	0·6
Midland	238	351	341	79	3·5	5·0	5·0	1·3
North Western	287	354	422	82	5·3	8·2	9·3	1·6
Scotland	172	204	267	73	5·0	5·9	11·1	3·0

The figures relate to schemes, mainly over 5,000 square feet, for both manufacturing and non-manufacturing industry approved during the periods stated. They differ from the figures in the Monthly Digest of Statistics and in Economic Trends which relate to schemes for manufacturing industry only.

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Sales by wholesale textile houses in November

SALES BY WHOLESALE textile houses in November showed an increase of 3 per cent on a year earlier. This compares with a decrease of 5 per cent in October and an increase of 1 per cent in September.

The value of stocks at the end of November showed a decrease of 2 per cent on a year earlier.

Notes:

These statistics are prepared by The Textile Distributors' Association. Inquiries should be addressed to the Secretary, The Textile Distributors' Association, 75 Cannon Street, London, E.C.4. (Tel. City 4444).

Total sales and stocks

Index numbers (average 1950 = 100) and percentage changes compared with a year earlier.

	Value of Sales (Total Home Trade)		Value of Stocks (at end period) (b)	
		%		%
1963 Year	108	+ 3	..	..
1964 Year	112	+ 4	..	..
1964 1st quarter	100	+ 9	145	+4
2nd quarter	101	+ 3	135	+6
3rd quarter	111	+ 4	153	+7
4th quarter	138	+ 1	124	+5
1965 1st quarter	99	— 1	150	+4
2nd quarter	103	+ 2	137	+2
3rd quarter	113	+ 2	149	—2
1964 November	136	+ 3	133	+4
December	121	Nil	124	+5
1965 January	69	—10	129	+4
February	90	— 6	148	+6
March	137	+ 9	150	+4
April	111	+ 2	143	+3
May	104	+ 6	144	+3
June	93	— 4	137	+2
July	79	Nil	143	+1
August	102	+ 4	154	—1
September	158	+ 1	149	—2
October	148	— 5	135	Nil
November	141	+ 3	131	—2

Percentage of corresponding values for 1964.

Analysis by Department

	Sales		Stocks (b)
	Nov. 1965	Jan. 1 to Nov. 30	Nov. 1965
Women's knitted outerwear, blouses and skirts	102·7	109·5	127·6
Women's coats, costumes, furs and raincoats	102·8	100·1	89·2
Women's underwear	102·0	96·5	94·4
Women's hose and children's socks	94·0	92·1	78·0
Women's millinery	127·2	105·1	72·1
Haberdashery, ribbons and wool	106·9	102·5	81·2
Children's wear	110·2	101·8	97·4
Men's and boys' shirts, pyjamas and outfitting	102·5	98·4	104·2
Gloves	99·2	86·7	80·6
Piece-goods and nets	93·3	111·6	113·1
Household textiles	95·6	97·5	98·6
Floor-covering, furniture and hardware	103·0	96·8	111·4
Grand total (a)	103·4	100·3	98·1

Notes: (a) Including some items not included among the sub-headings. (b) Values at cost.

Orders in the textile and clothing industries

THE ESTIMATED VOLUME of orders-on-hand in the grouped textile and clothing industries at the end of November was 2 per cent more than at the end of October. The rate of deliveries in November was 1 per cent less than in November 1964 and the rate of receipt of net new orders was 11 per cent less.

Changes in the monthly rate of receipt of orders should not by themselves be taken to imply similar sharp changes in production; they may, for example, lead to changes in the length of order books or the level of stocks.

Textile and clothing industries (a)
Index numbers of the volume of total orders and deliveries (b)

	Orders-on-hand (end of period)	Net new orders (c)	Deliveries (c)
	April 1959 = 100	Average 1959 deliveries = 100	Average 1959 deliveries = 100
1960	136	103	103
1961	104	91	99
1962	100	92	93
1963	117	100	95
1964	124	99	98
1964 1st quarter	121	103	99
2nd quarter	124	100	97
3rd quarter	113	82	93
4th quarter	124	113	102
1965 1st quarter	121	97	99
2nd quarter	127	102	97
3rd quarter*	117	86	95
1964 September	113	94	105
October	119	128	109
November	126	129	108
1965 September*	117	94	105
October*	121	121	111
November*	124	114	107

(a) Wool, hosiery (and other knitted goods), made-up clothing and the spinning, weaving and merchant converting sections of the cotton and man-made fibre industries.
(b) At constant (average 1958) prices.
(c) These indices have been adjusted to allow for differences in the length of calendar months but not for holidays or for any other seasonal variations.
*Provisional.

Output of the wool textile industry

THE VOLUME of production in the wool textile industry in November was 1 per cent more than in November 1964.

Figures issued by the Wool Industry Bureau of Statistics show that, when allowance is made for the length of the working month, the rates of deliveries of worsted yarn and woven fabrics (excluding blankets) were 1 per cent more and 1 per cent less respectively compared with November 1964. The rate of production of tops was 4 per cent more.

Output of the wool textile industry

	Consumption	Production			Deliveries		
	Raw wool (clean weight)	Tops (a)	Woollen yarn (b)	Worsted yarn	Woven fabrics (excluding blankets) (c) Woollen	Woven fabrics (excluding blankets) (c) Worsted	Blankets (b)
Quarterly average	Million lb.				Million sq. yds.		
1958	111·1	74·2	72·0	51·6	48·7	38·5	7·1
1959	127·3	87·1	78·3	58·0	51·6	39·7	7·7
1960	120·3	79·8	75·8	61·2	49·4	42·4	7·8
1961	118·0	80·0	70·3	61·6	45·8	42·4	8·4
1962	112·1	73·7	72·5	57·3	43·9	38·1	8·2
1963	114·5	76·0	78·3	59·9	44·2	37·2	8·8
1964	104·6	66·3	81·5	58·3	44·3	37·1	8·2
1964 1st quarter	117·9	77·9	84·0	61·9	41·9	39·1	8·4
2nd quarter	110·1	70·4	83·0	59·5	45·6	37·1	6·8
3rd quarter	92·1	57·7	74·5	52·8	44·4	32·9	7·7
4th quarter	98·1	59·3	84·5	59·1	45·2	39·2	10·0
1965 1st quarter	103·4	63·5	84·5	58·7	41·1	39·6	8·3
2nd quarter	102·5	62·9	82·8	55·9	43·2	35·3	6·7
3rd quarter	92·2	57·9	70·9	53·1	45·0	33·9	8·0
1964 September	35·7	22·5	28·2	20·6	16·1	13.2	3·2
October	34·3	20·7	29·5	21·2	16·5	13·5	3·6
November	32·6	19·9	27·5	19·4	15·2	13·3	3·4
1965 September	36·9	23·4	27·5	21·0	16·9	13·6	3·2
October	35·0	21·9	27·3	20·3	16·3	12·5	3·5
November	36·4	21·8	28·9	20·5	15·5	13·9	3·2

(a) Including hair. (b) Estimated. (c) Woven woollen fabrics include fabrics which are mainly woollen by weight of components and, similarly, woven worsted fabrics include fabrics which are mainly worsted by weight of components.

Production in the cotton industry

THE VOLUME of production in the cotton industry in November was 3 per cent less than in November 1964.

Statistics issued by the Cotton Board show that in the period January-November 1965 the output of single yarn was 2 per cent

less than in the corresponding months of 1964. The amounts of yarn doubled and cloth woven were 1 and 2 per cent more respectively.

Production in the cotton industry

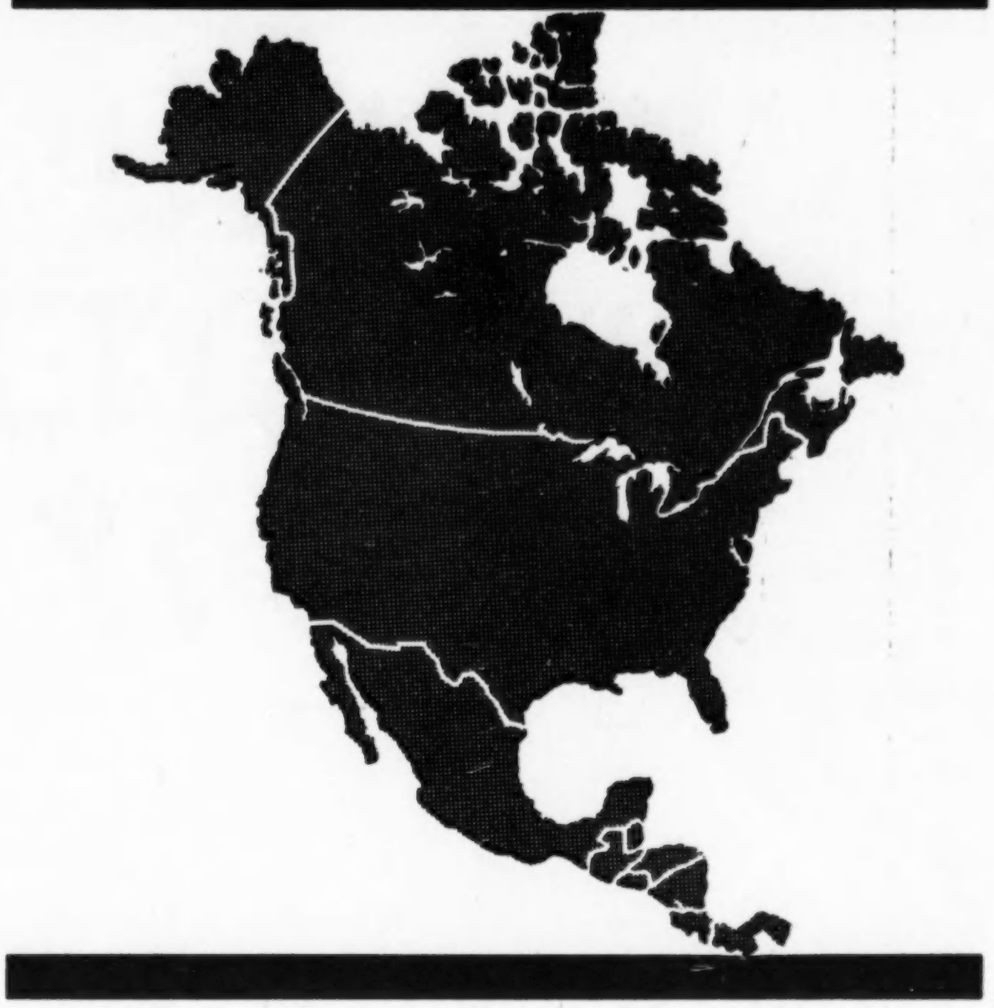
(all figures are weekly averages)

	Single yarn (a)		Doubled yarn		Woven cloth	
	Cotton yarn (*b*)	Spun man-made fibre yarns and mixture yarn, inc. waste	Cotton yarn	Other	Cotton	Man-made fibre and mixtures
		Million lb.			Million lin. yds.	
1958†	11·91	2·86	3·07	1·32	27·0	11·3
1959	11·66	2·92	3·18	1·49	24·7	11·4
1960	11·46	2·98	3·30	1·66	24·9	11·9
1961	10·66	2·55	2·82	1·52	23·8	11·7
1962	9·46	2·30	2·50	1·64	20·1	10·9
1963	9·40	2·44	2·53	2·06	19·5	10·8
1964†	9·58	2·76	2·57	2·26	19·5	11·5
1964 November	10·35	3·19	2·83	2·50	21·2	12·8
December*	8·96	2·70	2·51	2·11	18·1	11·0
1965 January	10·17	3·09	2·82	2·43	20·7	12·6
February	10·32	3·10	2·84	2·46	21·3	12·8
March*	10·11	3·09	2·77	2·45	20·8	12·6
April	9·03	2·78	2·51	2·21	19·7	11·8
May	10·12	3·13	2·78	2·56	21·5	13·0
June*	7·67	2·38	2·13	1·95	19·6	11·7
July	7·90	2·20	2·25	2·15	12·3	8·5
August	9·55	2·78	2·33	2·25	20·3	12·0
September*	9·03	2·54	2·45	2·31	19·2	11·9
October	10·02	2·78	2·65	2·51	20·8	13·0
November	9·84	2·74	2·67	2·45	20·6	13·1

(*a*) Spun in the cotton industry. (*b*) Including yarns wholly of cotton and of cotton waste, cotton yarn spun on condenser system and mixture yarns of cotton and cotton waste.
*Average of five weeks. †53-week period.

FURNITURE FOR SWITZERLAND

Jaycee Furniture Ltd. of Brighton has received an order for approximately £40,000 worth of its reproduction furniture from Mobel Pfister AG, Suhr, Switzerland, one of Europe's largest furniture retailing organizations. It includes £25,000 worth of the new 'Trevana' Unit range which consists of 16 interchangeable pieces in oak. This follows a substantial order from the same firm in October, also including £12,000 worth of the unit range of furniture.



Background to the North American Market

Canada Mexico U.S.A.

Here are 248 million people **in three markets for British Exporters. But you need to know a great deal about them—what they buy from us, what they might buy from us, their trading customs, import regulations, packaging requirements. This is the kind of information you'll find in the new Barclays Guide for Exporters, Volume 3, which provides profiles of these three markets. Copies can be obtained from Barclays Group Office, 54 Lombard Street, London, E.C.3 or through any branch of the bank. Alternatively, please get in touch with any of our specialised foreign branches:—**

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A BFM EXHIBITION

Exhibitions and Fairs

British section at the Vienna Trade Fair, 1966

THE Board of Trade, in conjunction with the Commercial Department of the British Embassy in Vienna, propose to arrange a British Section in the Hall of Nations at the Vienna International Autumn Trade Fair from September 11-18, 1966, provided there is sufficient support from industry. This will be similar to the very successful British Section organized by the Board of Trade in the Autumn Fair in 1965 (a report on which appeared in the *Board of Trade Journal* of September 24, 1965) and earlier years. Although a reservation of 36,500 sq. ft. has been sought from the Fair Authorities, it is unlikely that this amount will be available, and the British Section may be limited to the same size as in 1965, i.e. 18,300 sq. ft.

Because of a shortage of space in the commodity sections of the Fair, the British Section in the Hall of Nations represents virtually the only opportunity for United Kingdom firms who wish to test or increase their hold on the Austrian market to take part at this major trade fair.

Austria is a member of the European Free Trade Area, and under the provisions of the EFTA Convention, Britain and Austria have reduced their tariff on each other's industrial goods to 20 per cent of what they were on January 1, 1960. The tariffs on industrial goods will be eliminated on December 31, 1966. Most industrial goods are now free from quantitative import restrictions.

In order to achieve a distinctive British Section with co-ordinated decor and presentation the Board of Trade will again commission the Central Office of Information to prepare a suitable shell stand scheme providing stands of approximately 150 sq. ft. for each participant; if sufficient space is available the Board of Trade will consider renting larger areas. In addition there will be an official information stand manned by the Commercial Department of the Embassy, and, if space permits, a lounge area for use by the exhibitors.

The charge for participation in the British Section is 25s. per sq. ft., which will cover the costs of **space** and **all necessary shell stand construction work,** including simple display counters, captions and lighting.

The Board of Trade have also offered standard 'joint-venture' terms to trade associations wishing to organize joint displays by their members. Firms interested in this method of participation should advise their trade association not later than mid-February.

Firms wishing to take part in the British Section as independent exhibitors, i.e. on the basis outlined in paragraphs 4 and 5 above, should write, before February 28, 1966, to Overseas Trade Fairs Directorate, Queen Anne's Mansion, Queen Anne's Gate, London, S.W.1 (Abbey 7877, Ext. 2782), stating the type of products they wish to exhibit and the amount of space required and enclosing a cheque (made payable to 'The Principal Accountant, Board of Trade') for 10 per cent of the space cost. This deposit will be returned if there is insufficient support from industry to

(*Continued on next page*)

Mr. James Brewster, a director of Industrial and Trade Fairs Limited at London Airport, bound for discussions in Moscow in connection with the British Industrial Exhibition, to be held at Sokolniki Park of Culture and Rest, Moscow, from July 8-24, sponsored by the Association of British Chambers of Commerce and The Russo-British Chamber of Commerce, and organized by Industrial and Trade Fairs Limited.

German Trade Fairs– Worldwide Markets

German Trade Fairs are the right place for business discussions. They supply reliable information and enable you to compare notes with leading experts. Few other places offer these valuable opportunities to gain knowledge and check information from such a wide variety of manufacturers. The participation of foreign exhibitors allows you to make new contacts in all parts of the world.
You are cordially invited.
The German Trade Fairs are worldwide markets for consumer and capital goods. One reason for their attraction is the fact that they are specialised trade and technical events arranged for experts. At least one fourth of the exhibitors, sometimes as many as 50 per cent and more, come from abroad. The visitors are thus offered a comprehensive review of international supply and trends of the world markets. Equally important aspects are the establishment of personal contacts and the infinite possibilities available for multilateral business transactions.

Full details from:
Embassy of the Federal Republic of Germany,
Commercial Information Service
6 Rutland Gate, SW7
Telephone: KNIghtsbridge 1271

Ausstellungs- und Messe-Ausschuss der Deutschen Wirtschaft e.V
31a Engelbertstrasse, 5 Cologne
Telephone: 21 90 91/92

justify the organization of a British Section or if the application has to be refused because of shortage of space. To take account of previous difficulties in the lay-out of the British Section which resulted in two separate streams of visitors through the Section, the Board of Trade intend to introduce a system of 'forced' circulation in 1966. This may result in a reduction in the number of exhibitors who can be accommodated, and applications for space will therefore be accepted in the order in which they are received.

Many overseas visitors to Harrogate Toy Fair

THE 17TH ANNUAL International Toy Fair was held at Harrogate from January 8-13. As before the Fair occupied five hotels and the exhibition hall. Some 350 exhibitors representing about 1,000 British and foreign firms occupied stands at the Fair and many other potential exhibitors had to be turned away due to the lack of accommodation. It is hoped to solve this problem next year by doubling the size of the exhibition hall.

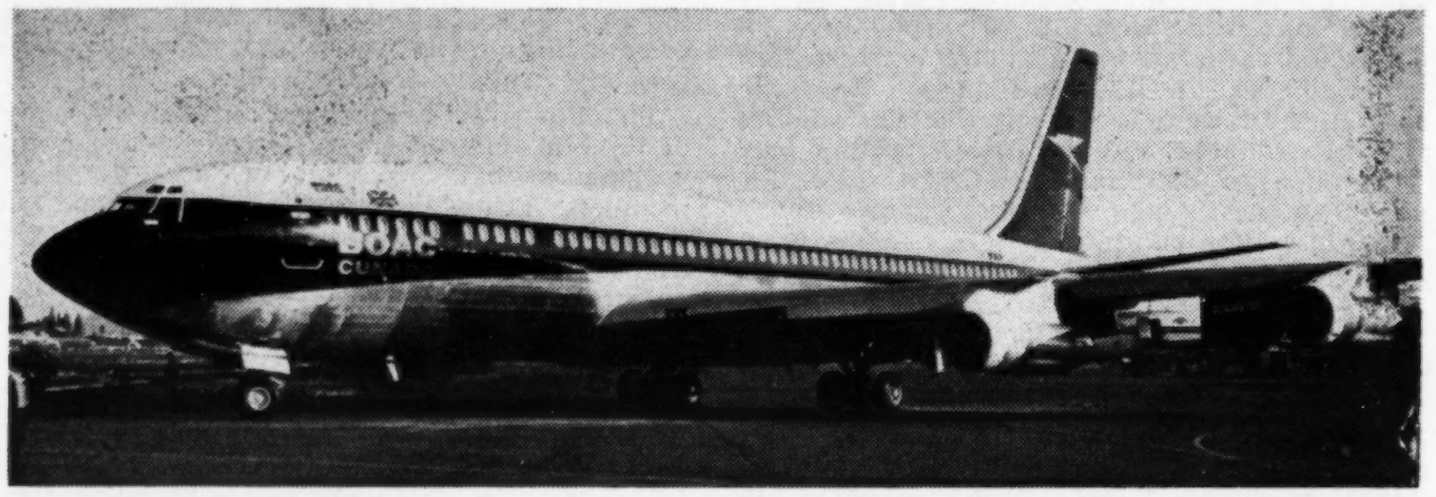
The Harrogate Fair is the first toy fair to be held anywhere in the world each year. It is the occasion for the unveiling of many of the toy trade's closely guarded secrets and gives exhibitors and buyers the chance to show and see the complete range of the toys and games for the current year.

Over 5,000 people visited the Fair this year including many overseas buyers and this year as always it made a significant contribution to the export drive. The British toy industry is currently producing more than £50 million-worth of toys a year of which more than a quarter (£14 million-worth) is exported.

The current trend in toy design as shown at the Fair is towards more realism. For boys there are advanced scientific kits embodying the use of transistors; space toys and adventure toys including a James Bond arm-pit gun and a model Aston Martin with passenger ejection seat. For girls there are even more life-like and beautiful dolls and junior cosmetic kits plus clever new ideas in dolls' houses and their furnishings. For toddlers one of the newest ideas at the Fair is a range of plastic full-size saucepans which will discourage misuse of the real ones in the kitchen. The ever-popular boxed game has had its annual face-lift to bring in the latest television and film personalities and sales are reported to be increasing steadily.

'TRADE FAIRS HELP EXPORTS'—BOOKLET

A new edition – the sixth – of the booklet 'Trade Fairs Help Exports – Hints for the Small Exhibitor' has been produced by the Board of Trade for the guidance of small firms contemplating exhibiting overseas for the first time. The booklet explains the purpose of exhibiting and gives guidance on the choice of fairs, the organization of exhibits and on official assistance available to the British Exhibitor. It also lists major specialized fairs overseas. Copies can be obtained free of charge from any Board of Trade regional office or from Home Policy and Executive Section, Information Division, Board of Trade, 1 Victoria Street, London, S.W.1. Tel. Abbey 7877, Ext. 2636. (Ref. ID 5101/G).



BOAC began all-cargo jet flights between Britain and North America on January 13 with its Boeing 336C cargo jetliners. The start of the transatlantic cargo jets spearheads a BOAC drive to help expand Britain's exports, a drive in which the airline is investing more than £7 million.

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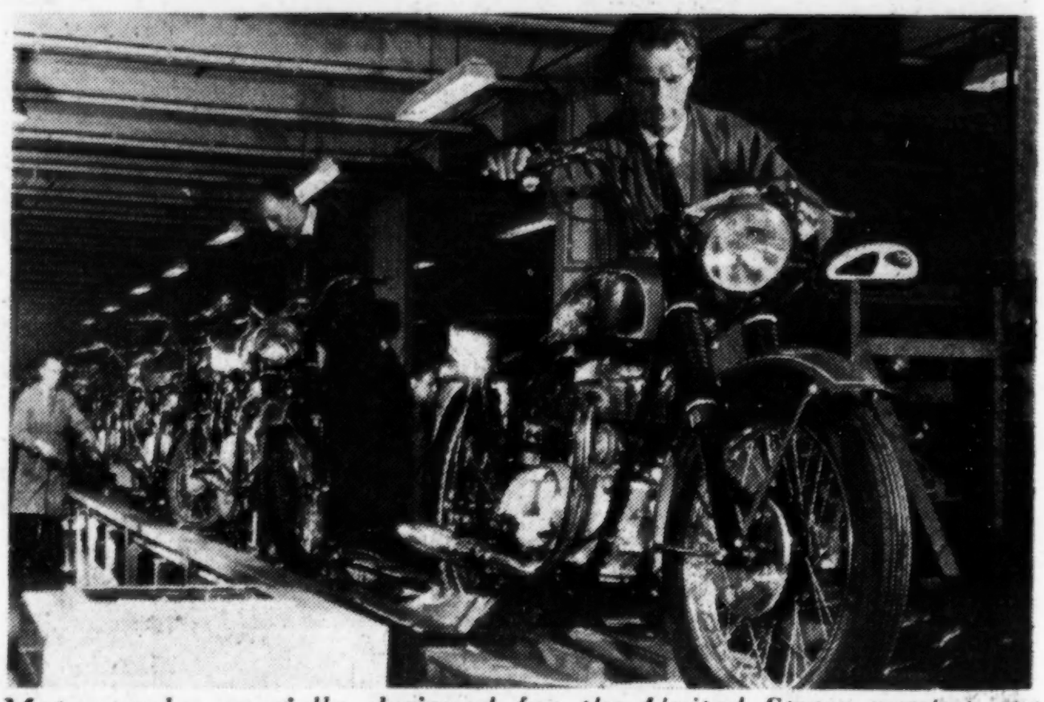
The Midlands export story

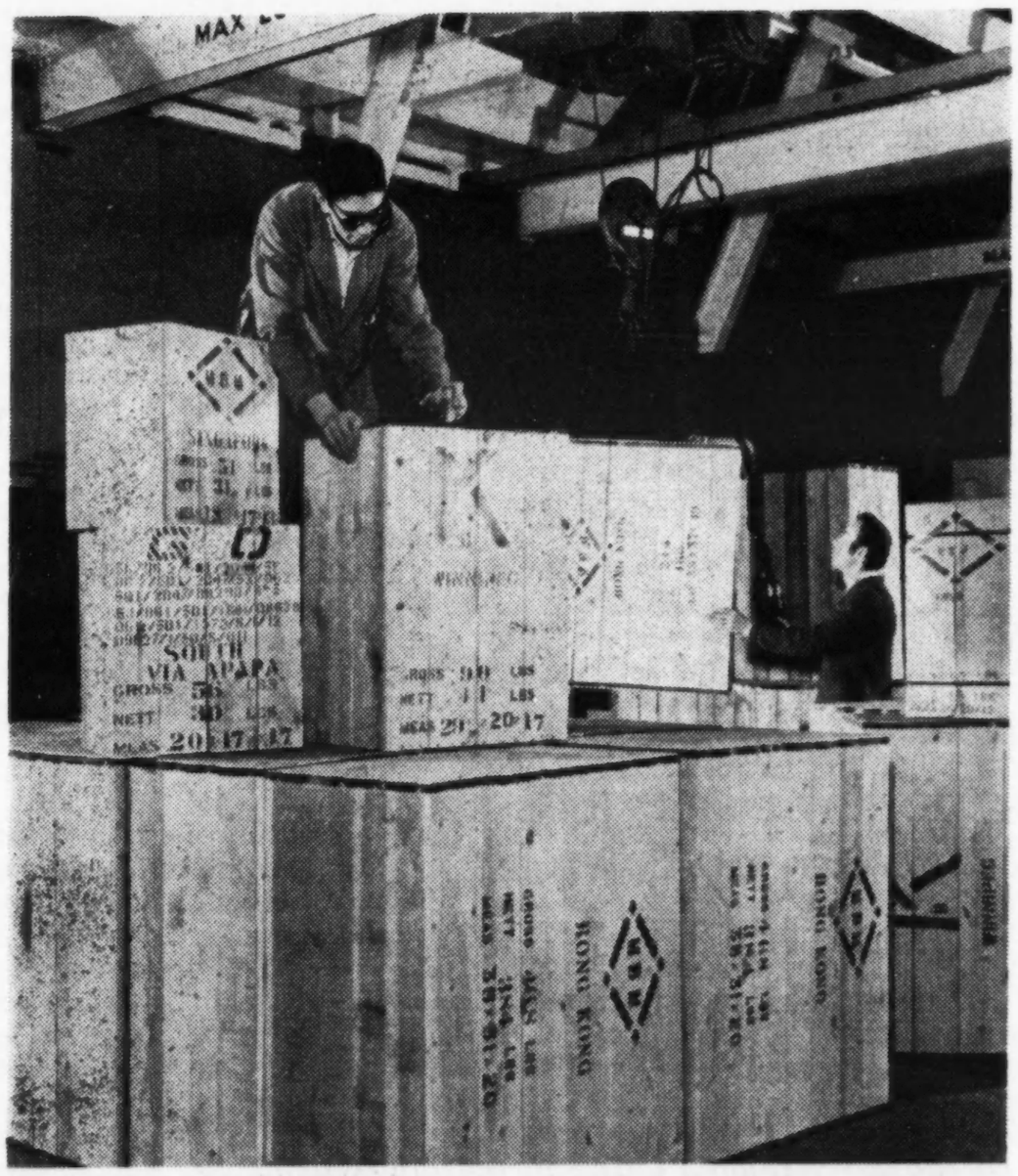
These photographs were taken in the Midlands by a Central Office of Information photographer at the request of the Board of Trade. By taking views of industrial subjects and encouraging the local press to use them it is hoped to further stimulate regional interest in exports. The photographs have also been sent through the official information services for use in overseas newspapers and journals.

Grinding the welds of giant cylinders at the Bilston, Staffs, works of John Thompson Ltd. before sections are joined to form boilers and pressure vessels. The Thompson Group exports some 25 per cent of its production to world markets.



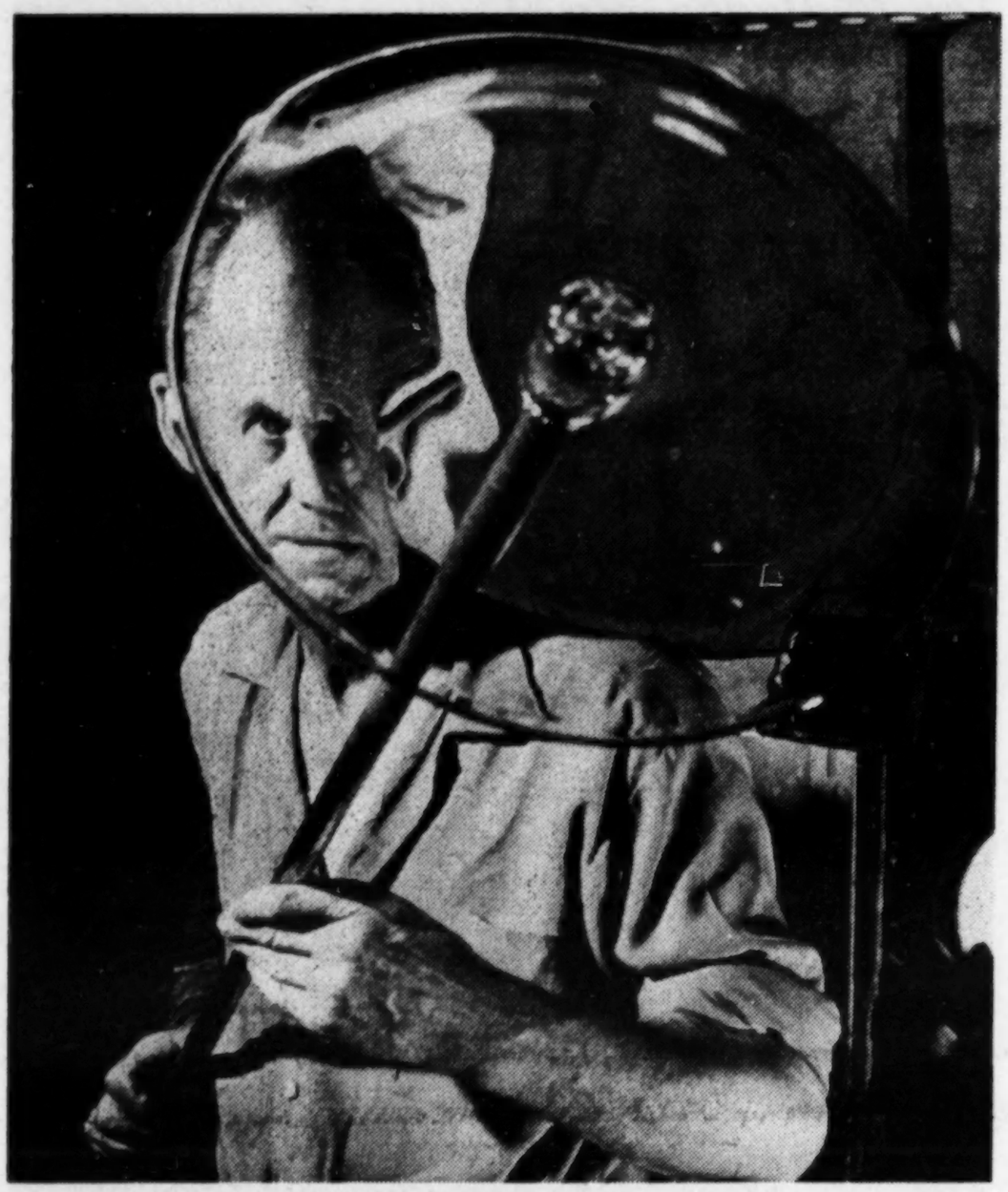
Motor cycles specially designed for the United States market are shown here on the production line at the Birmingham factory of BSA Ltd. The Group's models, accounting for more than two-thirds of the total British output, are exported to virtually every country.

These girls are sorting centres before receiving their coat of chocolate at the Bournville factory of Cadbury's. A considerable proportion of the Bournville output is exported and finds its way to confectioners' shop all over the world.

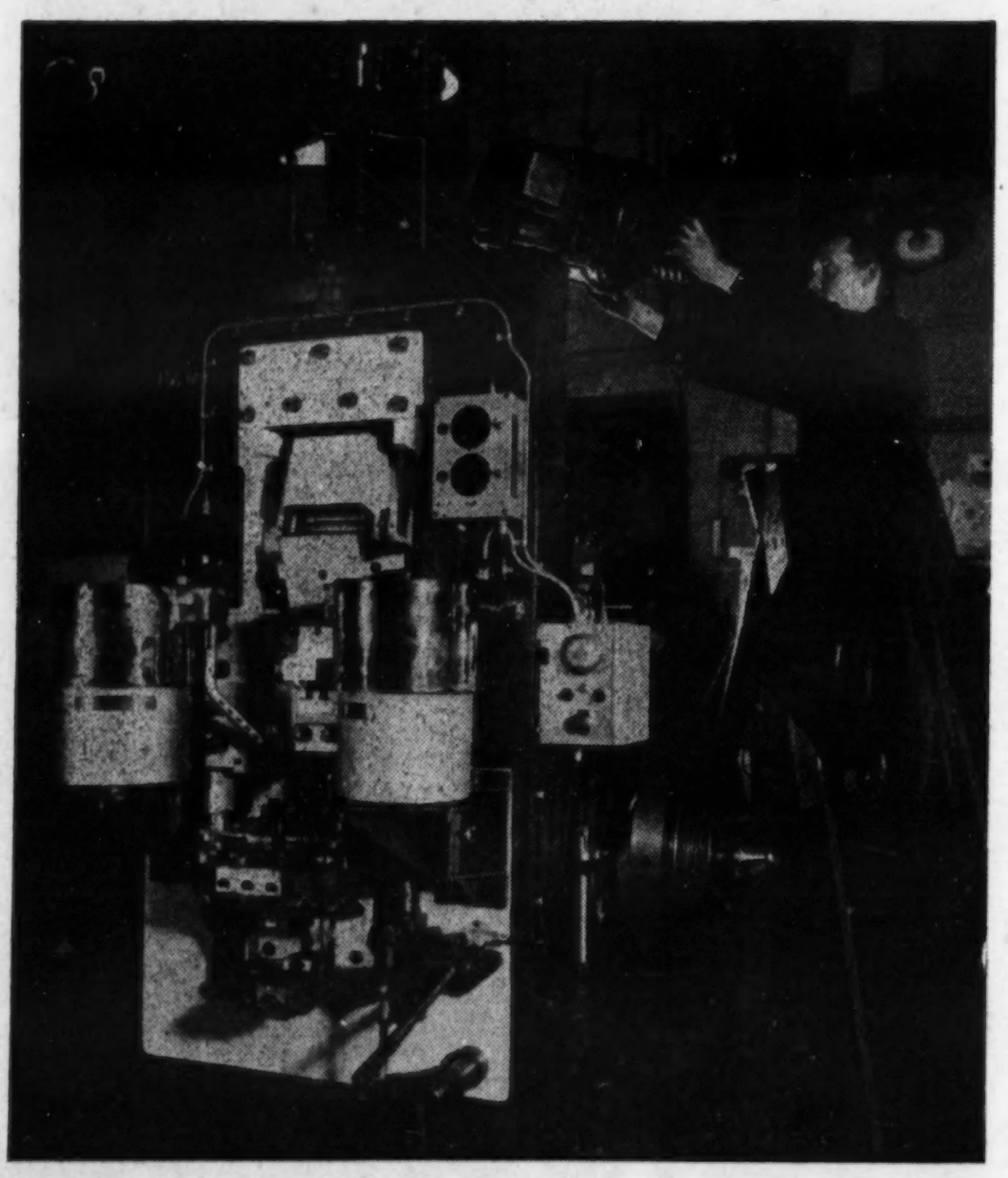


Shipments for Singapore, Nigeria, Canada, Norway and France are prepared for dispatch at the Birmingham factory of Kalamazoo Ltd., a leading company in the field of business systems. Half the production is exported to 50 countries.

Vehicles checking out from the Longbridge works of British Motor Corporation. In the background is the Corporation's new domed export showroom. In 1964 BMC output accounted for 34 per cent of export production from the main British motor manufacturers.



A craftsman at the Stourbridge works of Stuart Crystal Ltd. spins a disc of molten glass before fashioning it into a fine glass plate. Some 40 per cent of the works' production is exported.



At the Birmingham factory of Challen Ltd. a coin press, one of eight ordered by the Ottawa Mint, nears completion. The Canadian order has a total value of £120,000. Taylor & Challen export 50 per cent of its production of coin-making machinery.

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WILLIAMS DEACON'S BANK LIMITED

Annual Report and Statement of the Chairman Mr. Kenneth G. Holden

STATEMENT BY THE CHAIRMAN, Mr. Kenneth G. Holden, to be presented at the Annual General Meeting in Manchester on Thursday, 10th February, 1966.

Mr. Holden expressed appreciation of the services of Mr. D. F. Landale and of Mr. W. R. Ballantyne who, on relinquishing their offices as Chairman and General Manager respectively of The Royal Bank of Scotland, had resigned from the Board. He welcomed to the Board Mr. D. H. Cameron of Lochiel and Mr. G. P. Robertson, Deputy Chairman and General Manager respectively of The Royal Bank of Scotland, and also Mr. J. G. Beevor, a former Director of the Bank, who had been reappointed on his return to this country from service with the International Finance Corporation.

NEW BRANCHES

Branches of the Bank had been opened at Norwich, Oxford, Harlescott (Shrewsbury), Harwood (Bolton), West Moors (Bournemouth), Newbold (Chesterfield), Poynton (Cheshire) and Wellington Road South, Stockport, while major reconstructions and rebuildings had been carried out at St. Mary Axe (London), Hull and Barry Branches and premises acquired at Exeter, Northampton, Chichester, St. Brelades Bay (Jersey), Penwortham (Preston), and Jesmond (Newcastle upon Tyne), where Branches would be opened as soon as possible.

SERVICE TO CUSTOMERS

An IBM System 360 Computer had now been installed at the London (City) Office and was undergoing its trial period. The installation denoted something more than a change in the accounting system. It was, of necessity, a move in the direction of making the operation of bank accounts more uniform, though this did not mean that there would be any diminution in the quality of service for which a Bank of their size was notable. The use of the Computer was bound up with many other problems facing the Banking Industry at the present time, such as banking hours. The Industry faced the problem of deciding in the light of modern conditions whether the cost, the quality or the quantity of service was of great importance.

Mr. Holden said that the emphasis would still be laid on the quality of staff and in that connection he congratulated those members of the staff who had performed so well in the examinations of the Institute of Bankers. A first-class staff was of primary importance. It was somewhat surprising to receive the findings of the Prices and Incomes Board to the effect that the increase in bank salaries announced during the summer could not be justified. If regard was to be had to the important part that finance played in production and export, similar regard must be had to the need to attract staff of the right quality and unless pay in other industries was to be subjected to the same restrictions as in banking, the status of the bank employee would decline. This indicated no lack of warmth on Mr. Holden's part towards the Prices and Incomes policy. He regarded its success as of paramount importance in achieving stability but unhappily could not see that it would succeed until the economy had cooled down a little and the pressure on the labour force had abated.

THE ECONOMIC FRONT

Mr. Holden thought that the high money rates which had operated throughout the year constituted a problem likely to persist for a considerable time. The demand for money and the search for high rates of interest by those who had money available would ensure this and for banks in particular the continued increase in the proportion of interest bearing deposits with continually rising costs was bound to reflect sooner or later in increased margins between borrowing and lending rates.

As on previous occasions when the economy had required a change of direction or pace, the banking system had borne its full share of responsibilities. The most notable banking policy measures in restraining credit had been the 5 per cent ceiling over the year ending March 1966 for increases in total advances in the private sector and the directives restricting lending for certain capital investment projects while encouraging it for exports. Although changes take time to show, their influence had been obvious.

So much had been written about the effectiveness of the efforts to relieve the pressure on sterling that there would seem little more to add except perhaps to underline that it was still more than possible that short-term borrowings were obscuring long-term problems and it would be a very long haul in increasing foreign earnings before efforts to increase the nation's reserves could safely be slackened.

Mr. Holden said that although it was recognized that tax legislation in the budget would radically alter the profitability of many businesses, little attention had been given to the probable effect on company liquidity brought about by the changes involved, particularly by the provisions for paying over the tax deducted from gross dividends. In addition, the reduction in the amount of investment allowances would be certain to affect the amount available for capital investment unless specific fiscal measures were taken to offset this. Awareness of the problems confronting the country was stressed in the National Plan, the value of which lay in the broad guidelines it provided for the economy and which should be regarded as an adaptable tool rather than as a rigid mould.

Mr. Holden felt the following year would be difficult in many respects, the problems being exacerbated by the very buoyancy of the economy. Higher production and higher exports were undoubtedly the answer but to those involved these remained the greatest difficulties of all.

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Britain lives by her overseas trade; one-third of it goes through Docks Board ports, and with growing efficiency every day.

WHAT IS THE DOCKS BOARD? The British Transport Docks Board is a publicly owned undertaking formed by Act of Parliament three years ago to assume responsibility for ports formerly administered by the British Transport Commission.

Each port enjoys considerable autonomy in the management of its resources; the Board, as central authority, formulates overall policy and controls investment.

British Transport Docks Board

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British Transport Docks Board, Melbury House, Melbury Terrace, London N.W.1. Tel: Hunter 6621

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Overseas Trade and Exports

WEST EUROPEAN MARKET PLACE—11

Developments in transport routes to the Netherlands

Previous articles in this series were published on September 17, 24, October 1, 8, 15, 22, 29, November 12, December 17 and January 7.

TRADE AND TRANSPORT links between Britain and the Netherlands have been close for many centuries and have been developing all the time. But the pace of change can seldom have been so marked as at present. This reflects not only the growth of trade between Britain and the Netherlands itself, but the growing importance of the Netherlands, and in particular of Rotterdam, in transit trade of goods destined for the European hinterland. Rotterdam, already the world's largest port in terms of tonnage passing through it, is developing rapidly as a great industrial centre in its own right. Europoort is a striking symbol of Dutch faith in their future within the Common Market.

There is a wide selection of general cargo services between Britain and the Netherlands, with something like 25 British ports providing a scheduled service of varying frequency. Some of the most convenient are those operating from smaller East Coast ports such as Harwich, Ipswich, Lowestoft and Chatham. But the outstanding development in recent years has been the expansion of Roll On/Roll Off services. One such service has been operating for several years between Tilbury and Rotterdam (Transport Ferry Service) and new terminals have recently been opened at Antwerp and Felixstowe. The service from Felixstowe to Rotterdam cuts the sea journey from 15 to 8½ hours, and also avoids the congestion of the London area. Furthermore a new service between Rotterdam and Hull is being inaugurated this month by North Sea Ferries, a partnership of several well-known British and Dutch companies. Special terminal facilities are being provided both at Hull and Rotterdam; the two ships will have a large capacity for lorries, trailers and private cars in any combination, as well as accommodation for 240 passengers.

North Sea Ferries Limited, formed by a consortium of six leading shipping companies in Britain, Germany and Holland, is now providing a thrice-weekly ferry service for freight, passengers, commercial vehicles, and motor cars, between Hull and Rotterdam (Europoort). In March 1966, when a second ship is delivered, the service will be nightly in each direction. The two 4,250-ton motor ships are air-conditioned and fully stabilized. Until March the service will be three times weekly: from Hull on Mondays, Wednesdays and Fridays, and from Rotterdam on Tuesdays, Thursdays and Saturdays. Departure time from each port is 6.0 p.m., arriving 8.0 a.m. the following day.

The first ship to enter service with NSF (M.V. 'Norwave') is British-registered, with a British crew and flying the British flag; the second vessel (M.V. 'Norwind') which will be identical, will fly the Dutch flag, and be manned by a Dutch crew.

Inauguration ceremony of the new roll-on-roll-off ferry service by Mr. J. G. Suurhoff, Minister of Transport and Waterways.

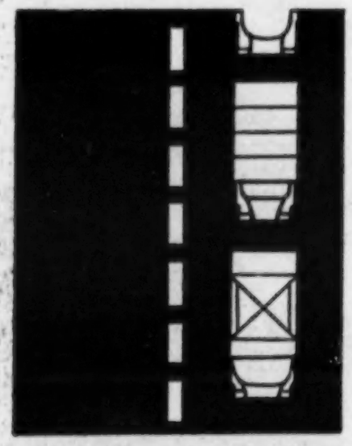
Air cargo services, terminating at Amsterdam and Rotterdam airports, are also provided by BEA in conjunction with KLM, BUA, BKS Air Transport and Dan-Air Services. Speed and convenience of handling may often make air cargo the most satisfactory method of transport, and the International Cargo Advisory Service, recently set up by BEA at West London Air Terminal, Cromwell Road, London, S.W.7, can give advice on this.

Customs facilities and internal communications within the Netherlands, by rail, road and barge, are excellent. Goods forwarded by express service can be got to any point in the Netherlands within a matter of hours.

The Dutch businessman is very impatient with delays and excuses. He expects and gets speedy service from Dutch suppliers, and he generally receives it also from suppliers in Western Germany and Belgium, who have the great advantage of neighbouring frontiers. It will, therefore, pay dividends in good will and further

COOKS

Freight Services for Holland & Western Europe



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PHONE: CLERKENWELL 3011 · TELEX: 21940
also at HULL—5 Wellington St. Phone Central 28556. Telex 52345 and FELIXSTOWE—"Little Ships", The Harbour. Phone 2252. Telex 18184.

This Leyland Worldmaster is KLM's (Royal Dutch Airlines) latest addition to their special bus services linking Schipol Airport, Amsterdam, with several other cities in the Netherlands. As an aid to businessmen using the 24-seater luxury coach a radio telephone and a conference table are installed at the rear of the coach, and extensive use of sound absorbing materials results in a ride claimed to be as quiet (or quieter) than that in a private car.

orders to select carefully the method of sending your goods to Holland. Extra expense may be justified if it saves time and keeps the customer satisfied; and it is well worth making a point of checking that the goods are despatched without delay and the Dutch customer notified precisely and promptly. These details count in Holland.

Finally, if your goods are such that speedy transportation is not possible, it may pay to keep stocks in the Netherlands. Bear in mind that from Holland you are well placed for servicing other customers on the Continent, and particularly in the neighbouring countries of the Common Market.

An indication of some of the services by sea and air between Britain and Holland is given below. This is not complete, and it is worth checking carefully with your shipping agent to decide on your best route.

SOME TRANSPORT ROUTES TO THE NETHERLANDS

BY SEA

Tilbury - Rotterdam

Frequent Roll On/Roll Off services are provided by the Atlantic Steam Navigation Co. Ltd., 25 Whitehall, London, S.W.1. Tel. Whitehall 2363.

Felixstowe - Rotterdam and Amsterdam

Frequent services connect Rotterdam and Amsterdam. Roll On/Roll Off facilities exist at Felixstowe and Rotterdam. For details apply to the Felixstowe Dock and Railway Company, Felixstowe, Suffolk. Tel. 2132. Telex 18277 (a/b Dock Felixstowe).

Immingham - Amsterdam

A weekly Roll On/Roll Off service will be started about March 1966 by the TOR Line, West Gate Kings Dock, Immingham. Tel. Immingham 771, Telex 52361 (a/b Ferryterm Immhm).

Harwich - Hook of Holland

Daily services in both directions, primarily for passengers but with substantial container capacity as well. For details apply to British Railways, Shipping and Port Superintendent, Parkstone Quay, Harwich. Tel. Harwich 2141. Telex 18284 (a/b Maripar Harwich).

Hull - Rotterdam

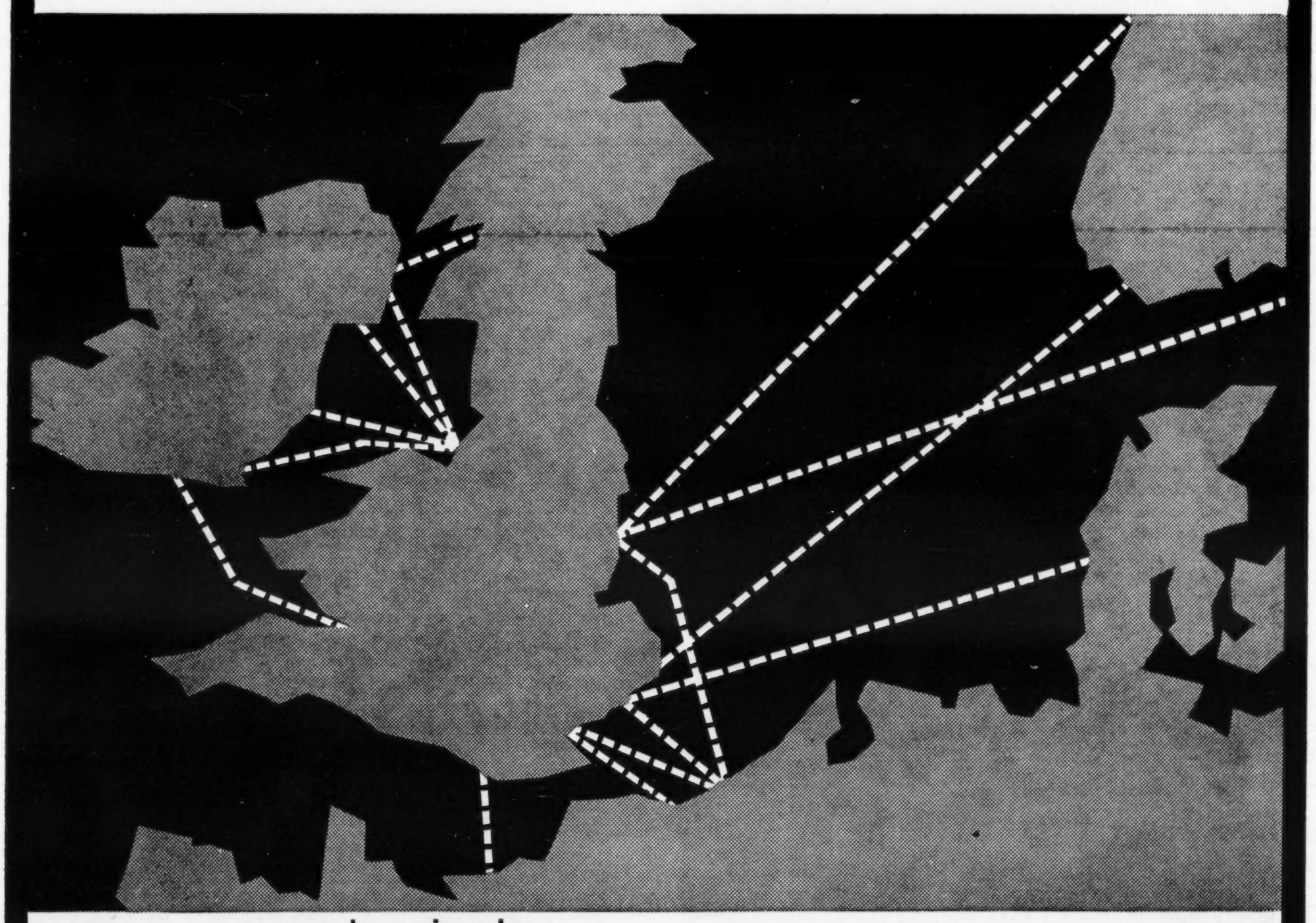
Roll On/Roll Off service three days a week. Daily (except Sunday) from about February 1966. Operated by North Sea Ferries, King George Dock, Hedon Road, Hull. Tel. 74106. Telex 52349 (a/b Northsea Hull).

A Unit Load container service is operated twice a week by the

(*Continued on page* 144)

EVEN TO **BERGENOPZOOMANDBACK** IT'S QUICKER BY ROADFERRY

- fast door-to-door freight service from anywhere in Britain to N. Ireland, Eire and anywhere in Europe.
- more than 1000 maximum capacity articulated trailers, containers and Lancashire flats at your service.
- loading, checking, sealing under your supervision—transhipment unnecessary, crating virtually eliminated.
- straight-on, straight-off handling methods at ferry ports cuts risk of damage in transit.



get goods going by

ROADFERRY

the straight-on, straight-off international freight service

another fast moving idea from

British Road Ferry Services Ltd 238 City Road London EC1 Clerkenwell 7677

Offices at London, Preston, Birmingham, Ardrossan, Larne, Dublin, Felixstowe, Hull, Newport (Mon) or through any B R S office in the U.K. agents in Holland, Belgium, France, Germany, Sweden.

Associated Humber Lines Ltd., Commercial Road, Hull. Tel. 23197. Telex 56203 (a/b Steamship Goole).

BY AIR

British European Airways (BEA) in conjunction with Royal Dutch Airlines (KLM) provide frequent freighter services between London, Manchester and Amsterdam. Feeder services connect Belfast, Edinburgh and Glasgow. Details may be obtained from the local offices of BEA in the towns concerned and also in Birmingham.

British United Air Ferries Ltd. operate frequent services between Rotterdam, Southend and Gatwick. A new service is expected to be started in April 1966 between Rotterdam and Manchester.

There are also frequent services connecting Amsterdam with Gatwick, Newcastle and Blackpool. Portland House, Stag Place, London, S.W.1. Tel. Victoria 8151. Telex 24864 (a/b Ferrycar London).

BKS Air Transport Ltd. have services between Amsterdam and Leeds, Bradford, Belfast and Middlesbrough. Seymour Mews House, Seymour Mews, London, W.1. Tel. Hunter 9744.

Dan-Air Services Ltd. operate a thrice-weekly service between Amsterdam and Liverpool, Cardiff, Bristol and Tees-side. 36 New Broad Street, London, E.C.2. Tel. Avenue 4288. Telex 24701 (a/b Oilcharta Ldn).

EXPORT INQUIRIES

Most of the detailed information which British traders may need to help them sell their goods overseas can be obtained by contacting the nearest Regional Office of the Board of Trade or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757).

It may save you time if your export inquiries are sent in the first place to the Board of Trade rather than to Trade Commissioners or Commercial Officers overseas. A list of addresses of Regional Offices of the Board of Trade is given on page 1506 of December 24, 1965, issue.

Advertising in the Netherlands

BRITAIN HAS on her doorstep the vast potential market of the countries of Western Europe, and during the present period of tariff difficulties with the Common Market, of which Holland is a member, it is extremely important that British exporters should make every effort to maintain, or increase, their present share, and advertising can make a major contribution to this end.

It is evident that much more effort could be usefully expended in bringing British products to the notice of the Dutch public. Apart from advertising carried out by Britain's industrial giants, little appears to be done by the vast bulk of British manufacturers. Those advertisements which do appear for British products are usually inserted by the Dutch importer as part of his sales promotion programme, but they are far too few. Where a particular manufacturer thinks that his turnover on the Dutch market is insufficient to warrant the expenditure, some thought should be given to group advertising through trade associations. For example, a wide variety of cheeses from Denmark, France, Switzerland and Norway are prominently on display alongside the Dutch products in the supermarket display cases. British cheese is rarely seen and appears to be stocked for those who ask for it. Some of the continental cheeses are supported by radio advertising through the foreign commercial radio stations whose programmes can be heard in the Netherlands. This is a field which could be investigated with benefit by groups of British manufacturers of a wide range of consumer goods.

Total expenditure on all forms of advertising in Holland during 1964 was £82.6 million. Fifty-seven million pounds of this sum was

M.A.T. TRANSPORT LTD.

Leading Specialists in the transport of Manufactures between UK – Continent and Scandinavia in Domestic pack form

- RAIL and ROAD FERRY – own rail-wagons and vehicles – also road/rail combined equipment.
- GROUPAGE FOR SMALL LOTS – any size consignment anywhere in Europe.
- CONTAINERS, BOX-PALLETS, LIFT UNITS FOR GROUPAGE and FULL and BULKLOAD CONSIGNMENTS.
- Over two thousand own units from 30 cu. ft./1 ton to 1,600 cu. ft./20 ton capacity.

M.A.T. TRANSPORT LTD.

Head Office:

MURRAY HOUSE, BARBICAN, LONDON, E.C.1

Telephone: MONarch 6040 Telex 28404

International Road Services Division: Atcost Industrial Estate, River Road, Barking, Essex Tel. RIP 1166 Telex 21194

Also at Hull, Birmingham, Dover, Harwich and Felixstowe

Swiss Allied Houses: BASLE Tel. 351800 Telex 62216 ZURICH Tel. 258994 Telex 52458

spent on advertising in press, outdoor transportation and radio, and 90 per cent of the latter figure was spent on press space. About 45 per cent of these contracts were placed through about one hundred advertising agencies. The press therefore is the most important single medium, possibly because advertising is not permitted on television or radio, and the presence of the privately-owned off-shore commercial radio station, Radio Veronica, is not viewed favourably by the Dutch Government. Nevertheless, plans for introducing advertising in radio and television have been approved by the Government and will come into effect in the first half of 1966. The pattern of expenditure will, therefore, change in the near future.

Comparative figures for expenditure on advertising in Holland and Britain during 1963 were £5 10s. and £10 respectively per head of population.

There are about 400 daily and weekly papers, 30 consumer magazines, and some 4,000 trade and business magazines. In addition to the normal political views of the various newspapers, strong religious divisions separate the community, and in order to reach the most appropriate readership, expert advice should be sought from the agencies. The Information Department of the British Embassy in The Hague will also supply information on the best media for any particular exercise.

Holland is well served with cinemas which will accept films and slides for inclusion in their programmes, although, as in the United Kingdom, cinema attendances are falling off through the impact of television.

There is a great fund of goodwill towards Britain here in Holland. British exporters should therefore demonstrate their determination to increase their share of the Dutch market by letting the public know that their products are available.

TRADE AND FINANCIAL ARRANGEMENTS

Decimal currency in Australia

ON February 14, 1966, Australia will change to decimal currency and banks in Australia will be closed on February 10, 11 and 12 to facilitate the changeover. This involves closing down for all types of business and may be of importance to firms in the United Kingdom who are planning to complete transactions on or around these dates. Exporters and businessmen are warned that Australian banks will not be able to execute guarantees or furnish securities or complete other transactions on February 10, 11 and 12.

It is understood that the facilities offered at airports and shipping terminals will consist merely of exchanging currency and travellers' cheques. Other business can only be transacted by special arrangement.

As stated in the *Board of Trade Journal* of March 5, 1965, the main unit of currency will be the dollar which will be worth 10s. in the present Australian currency (8s. sterling). Each dollar will be divided into 100 cents.

North Korea and United Arab Republic (Egypt)

IT HAS BEEN reported in the Egyptian press that a trade agreement between the UAR and North Korea has been signed in Pyongyang. The value of the trade involved is expected to total approximately $6 million during 1966.

The agreement provides that the UAR will import chemicals, wire bars and canned fish from North Korea and export raw cotton, cotton textiles and some manufactured goods to North Korea.

No other details are available at present.

Algeria and Syria

THE ALGERIAN *Journal Officiel* of December 10, 1965, announced the signature, on July 29, 1964, of a trade agreement between Algeria and Syria which is valid for one year from November 25, 1965, and thereafter renewable by tacit agreement.

Algerian exports to Syria comprise some 75 items and will include wines, citrus fruits, tyres, phosphates, essential oils, machinery, tractors, motor cars, oil and petroleum products. Syrian exports to Algeria will include confectionery, tobacco, oils, textile fabrics, pumps, handicrafts products and plastics products. No quota values are given.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4. (City 5757, Ext. 480).

Italy and Albania

THE ITALIAN Ministry of Foreign Trade has announced that in view of impending talks on the revision of the quota lists under the long-term agreement of December 19, 1964, the validity of the previous quota lists will be extended until March 31, 1966, the amounts shown therein being reduced by 75 per cent.

Copies of the quota lists attached to the 1964 agreement may be seen at Export Services Branch (Tariff Section), Board of Trade, Room E11, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 450), quoting CRE 2292G.

Italy and Tunisia

THE ITALIAN Minister for Foreign Trade has announced that the Trade Agreement between Italy and Tunisia, signed on November 23, 1961, has been tacitly renewed for a further year from January 1, 1966. Quotas remain unchanged from the previous year.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E11, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 449), quoting CRE 7425/G.

Italy and Morocco

THE ITALIAN MINISTER of Foreign Trade has announced that the trade agreement signed on January 28, 1961, has been tacitly

(*Continued on next page*)

Robert Hough

WASTE PAPERS • ALL TEXTILE WASTES
RAGS • ROPES • JUTE • FLAX • HEMP
SISAL • MANILA • COTTON WASTE

VICTORIA HOUSE
NARROW STREET
LONDON E.14
Phone: EAST 5632/5
Telex: No. 21372
Cables:
PAPERSTOCK, LONDON, E.14

and at TEMPLE MILL • MARLOW • BUCKS • Tel: MARLOW 4488

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ESTABLISHED
1860

PROPRIETORS: LIMEHOUSE PAPERBOARD MILLS LIMITED · MANUFACTURERS & PROCESSORS · IMPORTERS & EXPORTERS

TRADE AND FINANCIAL ARRANGEMENTS, *continued*

renewed for a further year from January 1, 1966. The quota lists remain unchanged.

A copy can be seen at Export Services Branch (Tariff Section), Board of Trade, Room E11, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 449, 450), quoting reference CRE 3941G.

Morocco and Spain

THE MOROCCAN *Bulletin Officiel* of December 15, 1965, announced the renewal for a further year from July 1, 1965, of the additional protocol to the trade agreement of 1962 between Morocco and Spain. Quotas under the agreement are unchanged from the previous year.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 480).

Morocco and Greece

THE MOROCCAN *Bulletin Officiel* of December 15, 1965, announced the renewal, for a further year from November 1, of the trade agreement of 1961 between Morocco and Greece. Quotas under the agreement remain unchanged from the previous year.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E11, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 449).

Yugoslavia and United Arab Republic (Egypt)

IT HAS BEEN reported that a protocol governing trade between Yugoslavia and the United Arab Republic for 1966 has been concluded in Belgrade. According to the Yugoslav press an increase in total trade from the present level of about US dollars 40 million to US dollars 50 million is forecast.

It is expected that Yugoslav exports to the United Arab Republic will include canned foods, glucose, chemicals, fish, cheese, timber, marble, pipes, medical equipment and agricultural machines.

The United Arab Republic's exports to Yugoslavia are expected to include cotton, cotton yarn, phosphates, salts, wheat and rice.

The text of the protocol has not yet been published, consequently no other details are available at present.

Yugoslavia and Rumania

IT IS REPORTED that a Trade Protocol for 1966 between Yugoslavia and Rumania was signed in Belgrade on December 25, 1965. The Protocol provides for an increase in trade by about 16 per cent in relation to the value forecast in the 1965 Protocol.

Yugoslav exports to Rumania will include cables, various chemicals, non-ferrous metallurgical products, iron and steel products and cellulose.

Rumanian exports to Yugoslavia are expected to include petroleum derivatives, chemical and metallurgical products, aluminium, cement, salt and motor car tyres.

The text of the Protocol has not yet been published, consequently no other details are available at present.

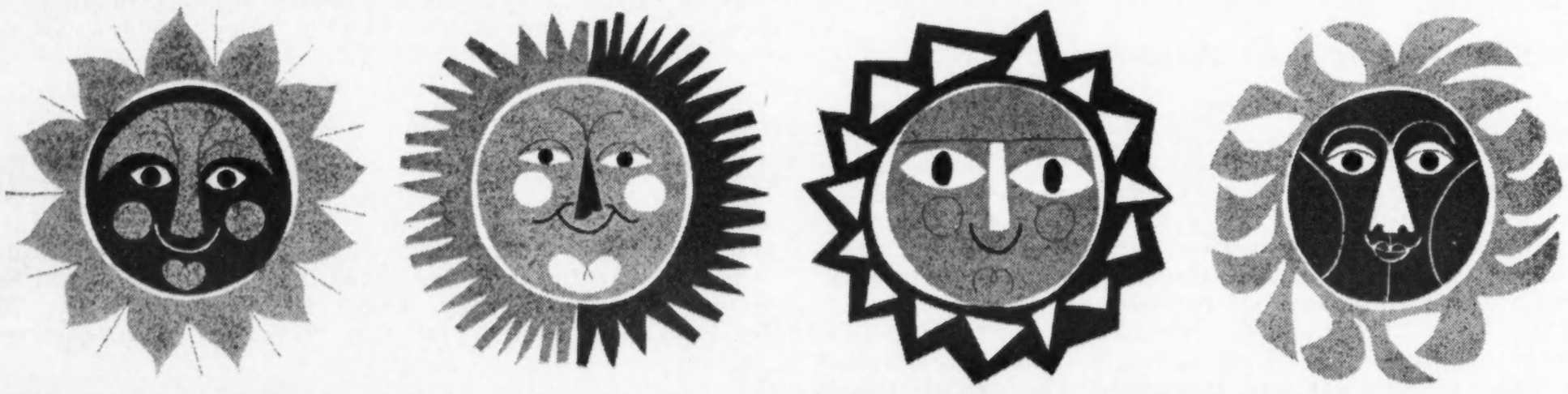
Yugoslavia and Cuba

IT HAS BEEN reported that a protocol governing trade between Yugoslavia and Cuba for 1966 has been concluded in Belgrade. The protocol provides for an increase in trade by about 20 per cent in relation to the value forecast in the 1965 protocol.

Yugoslav exports to Cuba will include electrical machinery, transformers, cables, textiles, metalware, chemical products, building machinery, footwear and spare parts for motor vehicles.

Cuban exports to Yugoslavia will include sugar, molasses, alcoholic beverages, cigars and handicraft products.

The text of the protocol has not yet been published, consequently no other details are available at present.


Day after day after day after day after day
Jet after jet after jet after jet after jet after je
Seaboard World Airlines delivers the goods
All-cargo flights between Europe and USA
SPECIFY THE SPECIALIST: SEABOARD WORLD AIRLINES SW
CALL YOUR AGENT, FORWARDER, OR NEAREST SEABOARD WORLD OFFICE
UNITED KINGDOM HEADQUARTERS: Berkeley Square House, London, W.1
Offices in Principal Cities of U.S.A., United Kingdom and Europe

Yugoslavia and Guinea

IT IS REPORTED that a Protocol on Trade and Technical Co-operation between Yugoslavia and Guinea was signed in Belgrade on December 28, 1965. The Protocol provides for a considerable increase in trade compared with the present level.

Yugoslav exports to Guinea will include textiles, pharmaceuticals, food products, equipment and spare parts.

Guinean exports to Yugoslavia will include bananas, pineapples, coffee and other agricultural products.

The text of the Protocol has not yet been published, consequently no other details are available at present.

Malaysia Five-Year Plan 1966-1970— Counsellor (Commercial) available for discussion

MR. J. R. CROSS is expected to be available in this country between February 28 and March 18, having completed his tour of duty as Counsellor (Commercial) in Malaysia. An article on the Malaysian Five-Year Plan 1966-70 will appear shortly in the *Export Services Bulletin* and firms or organizations wishing to discuss this with Mr. Cross are asked to write for an appointment to their local Board of Trade Regional Office before February 11.

British commercial representatives overseas

THE FOLLOWING amendments should be made to the list of British commercial representatives overseas published in the *Board of Trade Journal* of November 26, 1965:

ALGERIA

Delete entry and *substitute:*

Mr. R. C. Robinson, The Swiss Embassy, British Interests Office, 27, Building Zirout Youcef, Caisse Postale 382, ALGIERS. (Tel. 633902, 638312; telegraphic address: AMBASUISSE ALGIERS).

CHAD, CENTRAL AFRICAN REPUBLIC, GABON

Commercial inquiries for these countries which were formerly handled by the British Embassy in Brazzaville should, for the time being, be addressed to the First Secretary, British Embassy, Rue Joseph Clerc, Boite Postale 547, YAOUNDE, Federal Republic of Cameroon. (Tel. Yaoundé 31-92).

CONGO REPUBLIC (FORMERLY FRENCH CONGO), GUINEA, MALI, TANZANIA

The Governments of these countries have broken off diplomatic relations with Britain and the staffs of the British Embassies at Brazzaville, Conakry and Bamako, and of the British High Commission at Dar es Salaam have been withdrawn. The entries in the list for these countries should therefore be deleted.

GHANA

Delete 'Counsellor (Economic and Commercial), British High Commission' and *insert* 'British Trade Office.' The rest of the entry remains unchanged.

MAURITANIA

The Government of the Islamic Republic of Mauritania has broken off diplomatic relations with Britain, consequently the Commercial Officers at the British Embassy, Dakar (Senegal) are no longer able to deal with commercial inquiries relating to Mauritania. The entry for MAURITANIA should therefore be deleted from the list.

SUDAN

Delete entry and *substitute:*

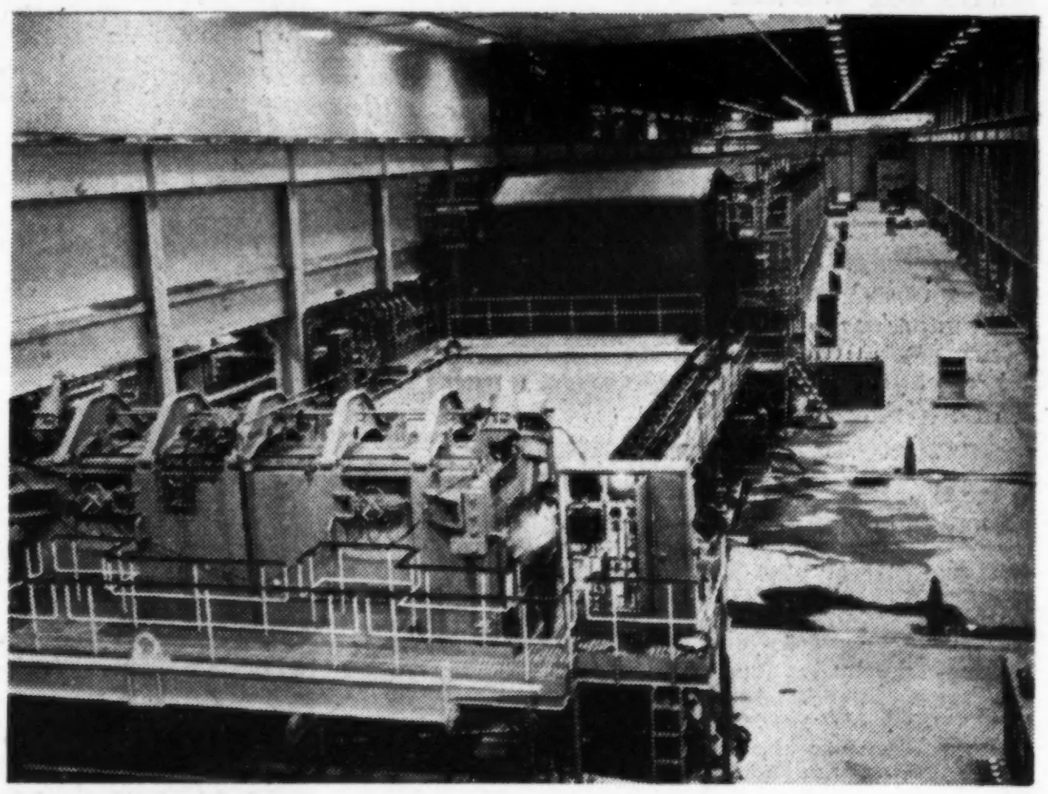
Mr. R. W. Munro, The Embassy of the U.S.A., British Interests Section P.O. Box 699, Gamhoura Avenue, KHARTOUM. (Tel. 71155-59; telegraphic address: ANEMBASSY, KHARTOUM).

UNITED ARAB REPUBLIC

Delete entry and *substitute:*

Mr. R. A. Daniell, C.B.E., The Canadian Embassy, British Interests Section, 6, Sharia Rustom Pasha, Garden City, CAIRO. (Tel. 23110; telegraphic address: DOMCAN-CAIRO).

BRITISH NEWSPRINT MACHINES OVERSEAS



This photograph showing the No. 1 Walmsley newsprint machine at the Crofton Mill of the British Columbia Forest Products Ltd., Vancouver, is of special interest in view of the announcement that Walmsleys have secured a repeat order *for a similar machine for the same mill. The value of the new order exceeds £1 million. At the same time Walmsleys announce a second new order for one of their high-speed newsprint machines and which has been placed with the Bury firm by Australian Newsprint Mills Ltd., of Boyer, near Hobart, Tasmania. The new contract from Tasmania is also a* repeat order *with a sterling value in excess of £1 million.*

Eclipse

MAGNETIC PLANNERS

AN ENTIRELY NEW DEVELOPMENT

- Transform any flat steel surface into a visual aid or progress system.
- Permanent magnetic rubber sheet, faced on one side with vinyl in red, yellow, blue and white.
- Vinyl surface takes Chinagraph Pencil, Felt Pen, Magic Markers, or silk screen printing.
- Easily cut to any shape with knife or scissors.

Write for samples and information to:

James Neill & Company (Sheffield) Ltd.,
Industrial Magnet Division, Napier Street, Sheffield, 11.

M 31

Information for exporters

Brief details are given below of overseas inquiries for British products, contracts open for tender, reports on commercial conditions abroad, export trade openings, etc., issued recently by the Export Services Branch, Board of Trade, to subscribers to the 'Export Service Bulletin.'

The Bulletin, published daily, is available to British manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room H28, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 433) (Telex 25977). Copies of particular issues containing further details of the items referred to below can be obtained from the same address by forwarding cash remittance of 2s. per copy with order.

Calls for tender

Inquiries connected with the calls for tender mentioned below should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 404 and 406). Please quote reference numbers, country and commodity in all inquiries. The date given is the closing date, and refers to the current year unless otherwise indicated.

*Tender documents are available on loan in those cases marked with an asterisk.**

The number in brackets indicates the Bulletin in which published.

ADEN

(5/66) Power Generating Equipment for Aden Electricity Corporation. (Pre-qualification.) Further details may be obtained from the Crown Agents for Overseas Governments and Administrations, 4 Millbank, London, S.W.1. Applications must be received by January 31. Application to tender should be received by February 28. E.S.B. 1251/66.

AUSTRALIA

(8/66) Pumping Units for Engineering and Water Supply Department, Adelaide. March 17. E.S.B. 1391/66.

Capricornia Regional Electricity Board:

(6/66) Circuit Breakers. February 16. E.S.B. 1217/66.

(7/66) Protection Relays. February 16. E.S.B. 1264/66.

(10/66) Relays. Closing date postponed to February 10. (Further Information.) E.S.B. 757/66.*

(7/66) Diesel Locomotives for West Australia Government Railways Commission. (Further Information.) Tender documents and drawings now available. E.S.B. 45737/65.*

(8/66) Locomotives for Western Australian Government Tender Board. February 3. E.S.B. 1380/66.*

BECHUANALAND

(7/66) Cable for Central Tender Board. February 4. E.S.B. 1322/66.

BURMA

(6/66) Vehicle Spare Parts for People's Stores Corporation. February 10. E.S.B. 1097/66.*

Trade Corporation:

(6/66) Lathe and Hacksaw Machine. February 7. E.S.B. 1079/66.*

(6/66) CI Pipes. February 11. E.S.B. 1080/66.*

(6/66) Pipes and Fittings; Valves. February 8. E.S.B. 1096/66.*

(10/66) Watermain Fittings Etc. February 16. E.S.B. 1490/66.*

(10/66) MS Round Bars. February 16. E.S.B. 1894/66.*

(10/66) Pipes and Couplings. February 7. E.S.B. 1489/66.*

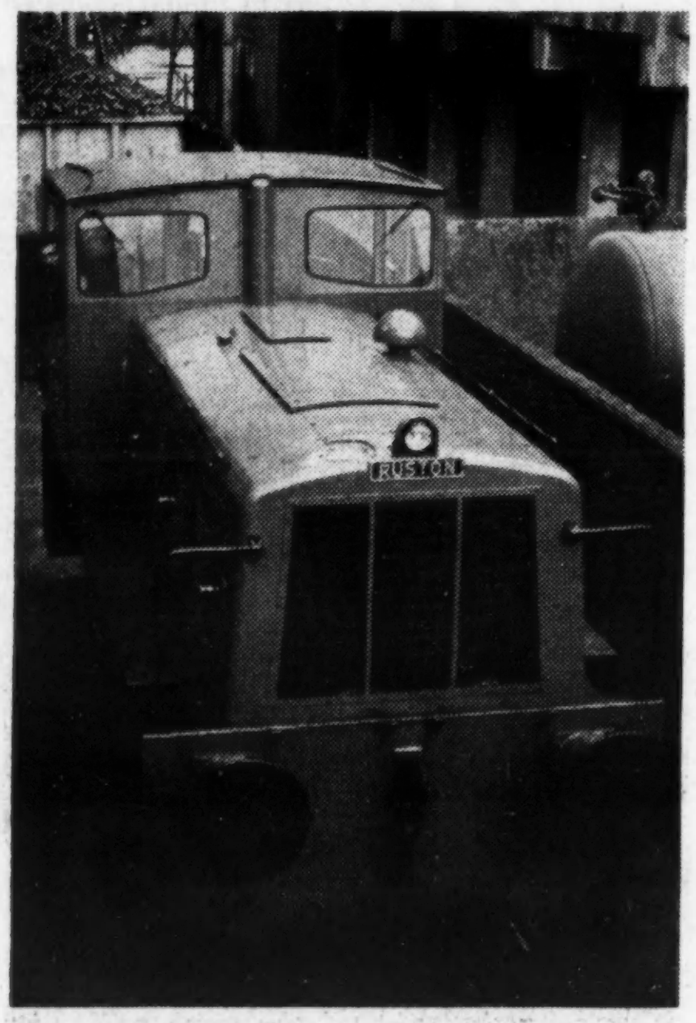
(10/66) Electric Clocks. February 7. E.S.B. 1491/66.*

CEYLON

(10/66) Ambulances for Department of Civil Aviation. February 21. E.S.B. 1451/66.

(5/66) Syringes and Needles for Ministry of Health. March 25. E.S.B. 1010/66.*

(10/66) Textile Machinery and Accessories for Ministry of Home Affairs. February 25. E.S.B. 1452/66.*



Four of their type LPSH 33-ton, 200 horsepower shunting locomotives have been ordered from Ruston and Hornsby Ltd., Lincoln, for general duties at a new oil refinery under construction at Pancevo near Belgrade. Other Ruston locomotives are already in service in other refineries in Yugoslavia.

(10/66) Pipes and Specials for Municipal Council Colombo. March 9. E.S.B. 1470/66.*

State Engineering Corporation:

(6/66) Lathes. February 16. E.S.B. 1283/66.

(7/66) Steel. February 16. E.S.B. 1007/66.

(7/66) Generators. February 16. E.S.B. 1282/66.

(10/66) Lifting Jacks. February 16. E.S.B. 1448/66.

(10/66) Pre-Stressing Steel. February 16. E.S.B. 1449/66.

COLOMBIA

(10/66) Telecommunication Equipment for Empresa Nacional de Telecomunicaciones. February 28. E.S.B. 1481/66.*

COSTA RICA

(9/66) X-ray Equipment for la Proveeduria de la direction General de Asistencia. February 7. E.S.B. 1425/66.*

UNITED ARAB REPUBLIC (EGYPT)

Egyptian Railways:

(7/66) Carbon Brushes. March 15. E.S.B. 1275/66.

(7/66) Carbide Tipped Tools. February 16. E.S.B. 1274/66.

(7/66) Lighting Equipment. February 15. E.S.B. 1273/66.

(7/66) Fuses etc. February 14. E.S.B. 1272/66.

(7/66) Hand Tools. February 12. E.S.B. 1271/66.

(7/66) Ball Bearings etc. February 3. E.S.B. 1270/66.

(7/66) Plywood. February 2. E.S.B. 1269/66.

(8/66) Drills and Taps. February 14. E.S.B. 1414/66.

(8/66) Mica Sheets. February 16. E.S.B. 1415/66.

(8/66) Motors. February 17. E.S.B. 1416/66.

FORMOSA

Central Trust of China:

(5/66) Tractor-shovel. February 10. E.S.B. 1087/66.*

(6/66) Grinding Mill. February 14. E.S.B. 1092/66.*

(6/66) Steel Tyres. February 3. E.S.B. 1091/66.*

(6/66) Air Compressor. February 7. E.S.B. 1239/66.*

(6/66) Gas Regulators and Filter. February 11. E.S.B. 1243/66.*

(6/66) Pipe. February 2. E.S.B. 1226/66.*

(6/66) Steel Tubing. February 14. E.S.B. 1235/66.*

(6/66) Hoses. February 10. E.S.B. 1238/66.*

(6/66) Laboratory Apparatus. February 7. E.S.B. 1089/66.*

(6/66) Tank Seals. February 11. E.S.B. 1094/66.*

(6/66) Valves. February 5. E.S.B. 1223/66.*

(6/66) Telephone Equipment. February 7. E.S.B. 1234/66.*

(6/66) Pumps. February 8. E.S.B. 1237/66.*

(6/66) Pipes and Valves. February 4. E.S.B. 1228/66.*

(6/66) Valves. February 10. E.S.B. 1240/66.*

(6/66) Acetic Acid. February 5. E.S.B. 1090/66.*

(6/66) Valves and Steam Traps. February 2. E.S.B. 1242/66.*

(6/66) Testing Equipment. January 31. E.S.B. 1245/66.*

(8/66) Radio Equipment. February 8. E.S.B. 1400/66.*

GREECE

(6/66) Agricultural Machinery for Ministry of Trade. (Further Information.) February 3. E.S.B. 18185/65.*

(9/66) Motorcycles for Ministry of Commerce. February 3. E.S.B. 1431/66.*

INDIA

Beas Purchase Organization:

(6/66) Pin Press. March 29. E.S.B. 1203/66.

(6/66) Wire. February 14. E.S.B. 1204/66.

(6/66) Tyre Repair Kit. February 18. E.S.B. 1207/66.

(6/66) Hydraulic Press. March 22. E.S.B. 1208/66.

(6/66) Welding Sets. February 9. E.S.B. 1209/66.

(5/66) Electrical Equipment for Bihar State Electricity Board. (Further Information.) This tender will be financed from World Bank Loan. E.S.B. 41838/65.*

(9/66) Electrification Project for Bombay Port Trust. March 16. E.S.B. 1437/66.

Directorate Supplies and Disposals:

(6/66) Zinc Ingot. (Further Information.) Tender documents now available. E.S.B. 46704/65.*

(10/66) Tin Ingots. February 17. E.S.B. 1488/66.*

No. 1 of a series

Issued for the information of Exporters who would soon feel the benefit of entrusting their packing and transportation to one of the most experienced organisations in the business

THE PACKING AND TRANSPORTATION DIVISIONS OF LLOYD'S PACKING WAREHOUSES GROUP OF COMPANIES

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The world's largest mural, 200 ft. x 50 ft., painted by Stefan Knapp on glass fused to steel, weighing 52 tons and consisting of 280 panels each 8 ft. x 4 ft., had to be packed in England and delivered to a department store in Paramus, New Jersey, U.S.A. It was housed in specially reinforced and padded cases, shipped by ss *Maronia* and delivered to the store by road. It took a crew of six men about one month to hang the mural on the exterior wall of the store, as compared with only seven days to pack and transport it. An individual operation certainly, but the same meticulous care is given to all the recurrent exports which are handled by the Export Packing Division of Lloyd's Packing Warehouses Group of Companies.

THE EXPORT PACKING DIVISION of the LLOYD'S PACKING WAREHOUSES GROUP OF COMPANIES

Head Office: 20 PRINCESS STREET · MANCHESTER 1 · *Telephone:* CENtral 4400

(7/66) Noise Measuring Equipment for Heavy Vehicles Factory, Avadi. February 28. E.S.B. 1309/66.
Heavy Vehicles Factory, Madras:
(7/66) Vaporiser. February 28. E.S.B. 1311/66.
(7/66) Grinding Machine. February 28. E.S.B. 1310/66.
Hindustan Aeronautics Limited:
(9/66) Laboratory Equipment; Machine Tools. March 14. E.S.B. 1435/66.
(9/66) Miscellaneous Factory Equipment. February 28. E.S.B. 1434/66.
(7/66) Industrial Sewing Machines for India Supply Mission. February 21. E.S.B. 1358/66.
(6/66) Electro-Pneumatic Brake Equipment for Integral Coach Factory, Madras. (Further Information.) Tender documents now available. E.S.B. 45178/65.*
(8/66) Construction of Canal for Koyna Hydro Electric Project. (Further Information.) Tender documents and drawings now available. E.S.B. 46737/65.*
Madras State Electricity Board:
(10/66) Transmission Line Equipment. March 7. E.S.B. 1479/66.
(10/66) Coil Winding Machines. February 19. E.S.B. 1480/66.
(7/66) Cranes for Mechanical Circle, Nagarjunasagar Dam. (Further Information.) Tender documents now available. E.S.B. 14463/65.*
(9/66) Dam Project for Pawana Storage Division, Poona. March 30. E.S.B. 1439/66.
(10/66) Control Cables for Punjab State Electricity Board. March 14. E.S.B. 1487/66.
(9/66) Electrification Project for Superintending Engineer (Electrical) Defence Projects. February 8. E.S.B. 1438/66.
(10/66) Welding Tools, Cables etc. for UP State Electricity Board. February 15. E.S.B. 1486/66.
(10/66) Crushing Plant; Aerial Ropeway for UP State Industrial Corporation Ltd. (Further Information.) E.S.B. 46728/65.*

IRAN

Iranian State Railways:
(6/66) Generators. March 1. E.S.B. 1284/66.*
(6/66) Permanent Way Materials. February 21. E.S.B. 1294/66.*
(6/66) Ultrasonic Detection Units. March 16. E.S.B. 1286/66.*
(6/66) Pumps. February 27. E.S.B. 1285/66.*
(6/66) Steam Boilers. March 5. E.S.B. 1287/66.*
(7/66) Gang Cars. April 2. E.S.B. 1320/66.*
(7/66) Permanent Way Materials. February 20. E.S.B. 1295/66.*
(7/66) Baseplates and Bolts. February 22. E.S.B. 1293/66.*
(8/66) Copper Rolls for Iranian Factories Company. February 5. E.S.B. 1403/66.

IRAQ

(7/66) Fork Lift Trucks for Administration of Distribution of Oil Products. February 12. E.S.B. 1327/66.*
(8/66) Brick Factory for Board of the Estate Industries Co. April 1. E.S.B. 1328/66.*
(7/66) Steel Pipes for Government Oil Refineries Administration. February 15. E.S.B. 1329/66.
(7/66) Permanent Way Materials for Iraqi Republic Railways Service. February 21. E.S.B. 1333/66.
(7/66) Meteorological Instruments for Ministry of Finance. March 6. E.S.B. 1331/66.
(7/66) Diesel Generating Sets for Ministry of Municipal and Rural Affairs. February 22. E.S.B. 1332/66.
(7/66) Cables for National Electricity Administration. (Further Information.) Tender documents now available. E.S.B. 45114/65.*

KENYA

(10/66) Carrier Equipment for East African Posts and Telecommunications Administrations. (Advance Information.) Closing date not known. E.S.B. 1482/66.

KUWAIT

Central Tenders Committee:
(8/66) Drill Bits. February 6. E.S.B. 1363/66.
(8/66) Water Well Screens. February 6. E.S.B. 1364/66.*
(6/66) Air Conditioning and Ventilation Equipment for Ministry of Public Works. March 13. E.S.B. 1276/66.

LEBANON

(7/66) Radio Beacon System for Direction Des Adjudications Publiques. February 9. E.S.B. 1317/66.*

LIBYA

Central Tenders Board:
(5/66) Generators. February 21. E.S.B. 1085/66.
(5/66) Water Channels. February 11. E.S.B. 1084/66.
(6/66) Road Construction. March 14. E.S.B. 1081/66.
(8/66) Broadcasting Stations. March 28. E.S.B. 1366/66.
Electricity Corporation of Tripolitania:
(8/66) Generators. February 7. E.S.B. 1381/66.
(8/66) Power Station Construction. March 29. E.S.B. 1371/66.
(8/66) Road Construction for Ministry of Communications. April 11. E.S.B. 1365/66.
(8/66) Hospital Construction for Ministry of Public Works. March 7. E.S.B. 1369/66.
(8/66) Tractors for Ports and Lights Department. February 21. E.S.B. 1370/66.
(8/66) Hospital Construction for Public Works Department. March 7. E.S.B. 1367/66.

MALTA

Director of Contracts:
(6/66) Paper. February 9. E.S.B. 1301/66.*
(6/66) Paper. February 9. E.S.B. 1299/66.*
(7/66) Manhole Covers. February 9. E.S.B. 1300/66.*
(7/66) Typewriters. February 9. E.S.B. 1297/66.*
(7/66) Paper. February 9. E.S.B. 1298/66.*
(7/66) Milk Bottles. February 9. E.S.B. 1308/66.*
(9/66) Chemists' Sundries. February 16. E.S.B. 1432/66.*
The Treasury:
(7/66) Water Meters. February 9. E.S.B. 1318/66.*
(7/66) Agricultural Equipment. February 9. E.S.B. 1302/66.*
(7/66) Flower Pots. February 9. E.S.B. 1303/66.*

PAKISTAN

(8/66) Highway Construction for Communications and Works Department. (Advance Information.) February 15. E.S.B. 19022/65.
Directorate-General Telegraph and Telephone:
(8/66) Cables. February 8. E.S.B. 1384/66.*
(8/66) Jointing Materials. February 14. E.S.B. 1383/66.*

PORTUGAL

(6/66) Fire Fighting Equipment for Presidente de Conselho Nacional des Services de Incendios. (Advance Information.) E.S.B. 1210/66.

RHODESIA

(9/66) Railway Wagons for Rhodesia Railways. Closing date postponed to February 25. E.S.B. 42614/65.

SAUDI ARABIA

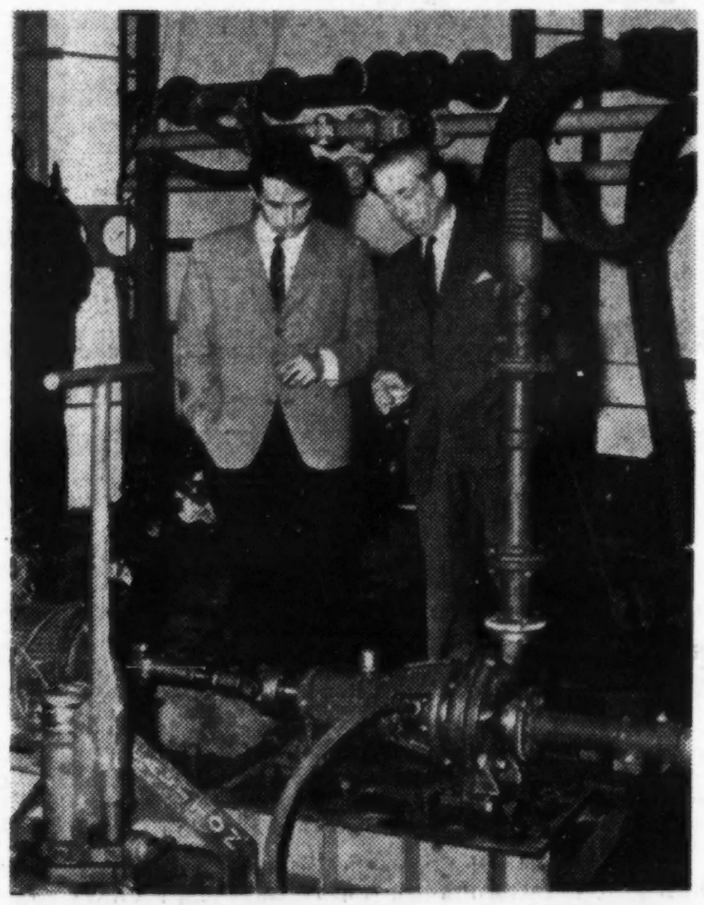
(10/66) Meteorological Equipment for Civil Aviation Department. February 10. E.S.B. 1444/66.*
(6/66) Building Project for Municipality of Jedda. (Advance Information.) E.S.B. 813/66.

SPAIN

(9/66) Fish Wharf Installations for Ministerio Obras Publicas. February 12. E.S.B. 1424/66.

SOUTH AFRICA

Cape Provincial Tender Board:
(9/66) Road Roller. February 4. E.S.B. 1394/66.*
(9/66) Rock Drills. February 4. E.S.B. 1396/66.*
(9/66) Road Rollers. February 4. E.S.B. 1395/66.*
South African Railways:
(6/66) Cutter-Grinder Machine. February 11. E.S.B. 1070/66.*
(9/66) Lighthouse Equipment. February 4. E.S.B. 1393/66.*



The British LaBour Pump Company Ltd., which claims to export over 40 per cent of its total production, is selling an increasing number of high quality centrifugal pumps to Spain. The Company's agents in Spain recently sent one of their engineers, Don Carlos Gosalbez Marti, on a technical and commercial familiarization course to British LaBour's North London Factory. Don Carlos is seen here with LaBour's sales manager, Tim Seymour, inspecting an SZ pump during its pre-delivery test run.

(9/66) Telecommunication Equipment. February 4. E.S.B. 1392/66.
State Tender Board:
(5/66) Exhaust Fans. February 10. E.S.B. 1035/66.*
(5/66) Radar Set. February 2. E.S.B. 1059/66.*
(5/66) Valves. February 16. E.S.B. 1060/66.*
(8/66) Towing Units. February 2. E.S.B. 1353/66.*
(8/66) Transformers. February 7. E.S.B. 1344/66.*
(8/66) Air Pumps. February 3. E.S.B. 1377/66.*
(8/66) Hydraulic Jack. February 3. E.S.B. 1378/66.*
(8/66) Radio Components. February 9. E.S.B. 1340/66.*
(8/66) Radio Telephones. February 16. E.S.B. 1372/66.*
(8/66) Oven. February 4. E.S.B. 1351/66.*
(8/66) Food Mixers. February 16. E.S.B. 1352/66.*
(8/66) Woodwork Machine Tools. February 3. E.S.B. 1354/66.*
(8/66) Butterfly Valves. February 3. E.S.B. 1379/66.*
(8/66) Jet Dispersion Valve. February 3. E.S.B. 1376/66.*
(8/66) Steam Traps. February 3. E.S.B. 1375/66.*
(8/66) Microscopes. February 4. E.S.B. 1374/66.*
(8/66) Vacuum Brake Gear. February 3. E.S.B. 1341/66.*
(8/66) Polythene Pipe Sleeves. February 4. E.S.B. 1342/66.*
(8/66) Pipe Accessories. February 4. E.S.B. 1343/66.*
(8/66) Carbon Brushes. February 7. E.S.B. 1345/66.*
(8/66) Radio Transmitter/Receiver. February 7. E.S.B. 1346/66.*
(8/66) Weighing Apparatus. February 4. E.S.B. 1350/66.*

SUDAN

(8/66) Wooden Poles for Department of Posts and Telegraphs. (Further Information.) E.S.B. 45769/65.*
(6/66) Coach and Wagon Underframes for Sudan Railways. February 8. E.S.B. 1075/66.*

SYRIAN ARAB REPUBLIC

(7/66) Oil for Esso Standard (Near East) Inc. (Nationalized Company.) February 15. E.S.B. 1321/66.*

THAILAND

(10/66) Flying Helmets for Directorate of Air Engineering. February 17. E.S.B. 1904/66.
(6/66) Road Maintenance Equipment for Department of Highways. Closing dates February 11 to February 28. E.S.B. 1252/66.
(6/66) Cable for Metropolitan Electricity Authority. February 14. E.S.B. 1257/66.*
State Railway of Thailand:
(6/66) Cable. February 3. E.S.B. 1253/66.*
(6/66) Permanent Way Equipment. March 1. E.S.B. 1261/66.
(6/66) Charcoal Tin Tagger for Thailand Tobacco Monopoly. February 2. E.S.B. 1255/66.
(5/66) Textile Machinery for The Weaving Organization. February 15. E.S.B. 1256/66.
Yanhee Electricity Authority:
(6/66) Generator. February 15. E.S.B. 1263/66.
(6/66) Hydraulic Turbine. February 15. E.S.B. 1262/66.

TURKEY

(9/66) Stationery for Allied Land Forces Southeastern Europe. February 17. E.S.B. 1429/66.*
(8/66) Lightning Arresters for DSI Genel Mudurlugu. February 2. E.S.B. 1339/66.*
PTT Genel Mudurlugu:
(8/66) Measuring Intruments. February 9. E.S.B. 1336/66.*
(8/66) Teleprinters. February 18. Tender documents (in Turkish) available. E.S.B. 1337/66.*
(8/66) Laboratory Equipment for State Hydraulic Works. February 3. E.S.B. 1338/66.*
(9/66) Steering Compasses for Turkish Maritime Bank. February 4. E.S.B. 1426/66.*

UNITED STATES OF AMERICA

(8/66) Structural Steel for Sacramento Municipal Utility District. February 8. E.S.B. 1382/66.*

VIETNAM

(9/66) Printers Supplies for Central Purchasing Authority. February 4. E.S.B. 1428/66.*

ZAMBIA

Central Supply and Tender Board:
(8/66) Telecommunication Equipment. February 18. E.S.B. 1323/66.*
(8/66) Textiles. February 4. E.S.B. 1324/66.*
(9/66) Hydro-Electric Plants for Northern Electricity Supply Corporation Ltd. Closing date not known. E.S.B. 1471/66.

ECGD LOCAL ADDRESSES

The address of the Export Credits Guarantee Department is 59 Gresham Street, London, E.C.2 (Monarch 6699). The department has 16 local offices in various parts of the United Kingdom. A list is given on page 1468 of the Board of Trade Journal, *December 17, 1965.*

Agency and export opportunities, market surveys, etc.

Further details of the items referred to below can be obtained from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 427). Please quote reference number, country and commodity in all inquiries.

The number in brackets indicates the Bulletin in which published.

The Bulletin published daily, is available to British manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room H28, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 433) (Telex 25977). Copies of particular issues containing further details of the items referred to below can be obtained from the same address by forwarding cash remittance of 2s. per copy with order.

Australia
(8/66) Inquiry for chemicals; dye. E.S.B. 46500/65.
(8/66) Inquiry for machinery for the manufacture of wax crayons, plastic moulding and paints; pen nibs. E.S.B. 43270/65.

Austria
(6/66) Agency inquiry for automatic amusement and vending machines; chewing gums and charms. E.S.B. 677/66.
(6/66) Agency inquiry for plastics raw materials. E.S.B. 44632/65.
(7/66) Agency inquiry for electro-medical appliances; laboratory equipment; plastic heating elements; valves. E.S.B. 26216/65.
(8/66) Agency inquiry for vending machines. E.S.B. 1111/66.
(9/66) Agency inquiry for adapter sleeves; foodstuffs. E.S.B. 947/66.
(9/66) Agency inquiry for condensers; hot water bottle caps; radio valves; tyre valves. E.S.B. 23238/65.

Bolivia
(5/66) Inquiry for hand tools. E.S.B. 46766/65.

Canada
(6/66) Inquiry for separation plant. E.S.B. 873/66.
(6/66) Inquiry for toilet articles. E.S.B. 462/66.
(7/66) Inquiry for electrode holders. E.S.B. 810/66.

Denmark
(8/66) Inquiry for marmalade. E.S.B. 46249/65.

Fiji
(6/66) Agency inquiry for water pumps. E.S.B. 578/66.

France
(9/66) Agency inquiry for compressors; public works equipment. E.S.B. 1636/66.
(9/66) Agency inquiry for furniture. E.S.B. 1643/66.
(9/66) Agency inquiry for metal working tools and equipment; transmission equipment. E.S.B. 1169/66.
(9/66) Inquiry for road-marking materials. E.S.B. 1521/66

Germany, Federal Republic of
(6/66) Agency inquiry for thermostatic control valves. E.S.B. 860/66.
(6/66) Inquiry for jumpers. E.S.B. 44735/65.
(8/66) Inquiry for concrete shuttering supports and components. E.S.B. 678/66.
(8/66) Inquiry for diesel engine equipment. E.S.B. 595/66.
(8/66) Inquiry for lubricants. E.S.B. 1103/66.
(9/66) Inquiry for tinned salmon. E.S.B. 941/66.
(10/66) Inquiry for electro-medical equipment; electronic equipment; scientific equipment; tape recorders. E.S.B. 821/66.

Iran
(9/66) Agency inquiry for factory and foundry equipment. E.S.B. 1530/66.

Iraq
(6/66) Agency inquiry for fuel injection equipment. E.S.B. 45820/65.
(8/66) Inquiry for bakery equipment; chemicals; refrigerators. E.S.B. 1556/66.
(8/66) Inquiry for petro-chemical and textile machinery and plant. E.S.B. 46662/65.

Israel
(6/66) Agency inquiry for welding equipment. E.S.B. 856/66.
(7/66) Agency inquiry for pharmaceutical supplies. E.S.B. 691/66.
(9/66) Agency inquiry for diving equipment and spare parts. E.S.B. 1173/66.
(9/66) Agency inquiry for electric silicon sheets. E.S.B. 1182/66.
(5/66) Inquiry for geophones. E.S.B. 575/66.
(6/66) Inquiry for domestic electrical appliances; steel sheets; tools; wallpaper; wire. E.S.B. 684/66.

Italy
(8/66) Agency inquiry for barometers; hydrometers; thermometers. E.S.B. 1164/66.
(8/66) Agency inquiry for tea. E.S.B. 1128/66.
(10/66) Changes of taxation on woollen yarns and manufactures. C.R.E. 10294/G.

Italy/Tunisia
(9/66) Trade Agreement.

Jamaica
(7/66) Agency inquiry for car washing plant; concrete mixers; face wash fountains; flexible air ducting mixers for the pharmaceutical industry; monorail conveyor; paint application systems; pulverizing mills; steel strapping; wheelbarrows. E.S.B. 833/66.

Kenya
(6/66) Agency inquiry for decorative plastics laminates. E.S.B. 36397/65.

Lebanon
(8/66) Agency inquiry for visible record cabinets. E.S.B. 1000/66.

Netherlands
(8/66) Agency inquiry for building materials. E.S.B. 867/66.
(8/66) Agency inquiry for clothing. E.S.B. 28663/65.

Philippines, Republic of the
(5/66) Inquiry for pianos and spare parts and accessories. E.S.B. 466/66.

South Africa
(7/66) Agency inquiry for pottery blungers and wheels. E.S.B. 845/66.
(5/66) Inquiry for foundry equipment and machinery. E.S.B. 1573/64.
(7/66) Inquiry for synthetic fibre. E.S.B. 46696/65.
(8/66) Manufacture under licence – metal kettle spouts. E.S.B. 675/66.
(9/66) Inquiry for chemists' sundries; cosmetics; perfumes. E.S.B. 1667/66.

Sudan
(6/66) Inquiry for liquid glucose. E.S.B. 657/66.

Switzerland
(5/66) Inquiry for electronic measuring equipment; electro-chemical and medical apparatus. E.S.B. 42480/65.
(6/66) Agency inquiry for miners' safety lamps. E.S.B. 46207/65.
(10/66) Inquiry for animal feeding stuff material; oil cakes and seeds. E.S.B. 41911/65.
(10/66) Inquiry for buses. E.S.B. 812/66.

Syrian Arab Republic
(9/66) Inquiry for diesel engines. E.S.B. 1624/66.

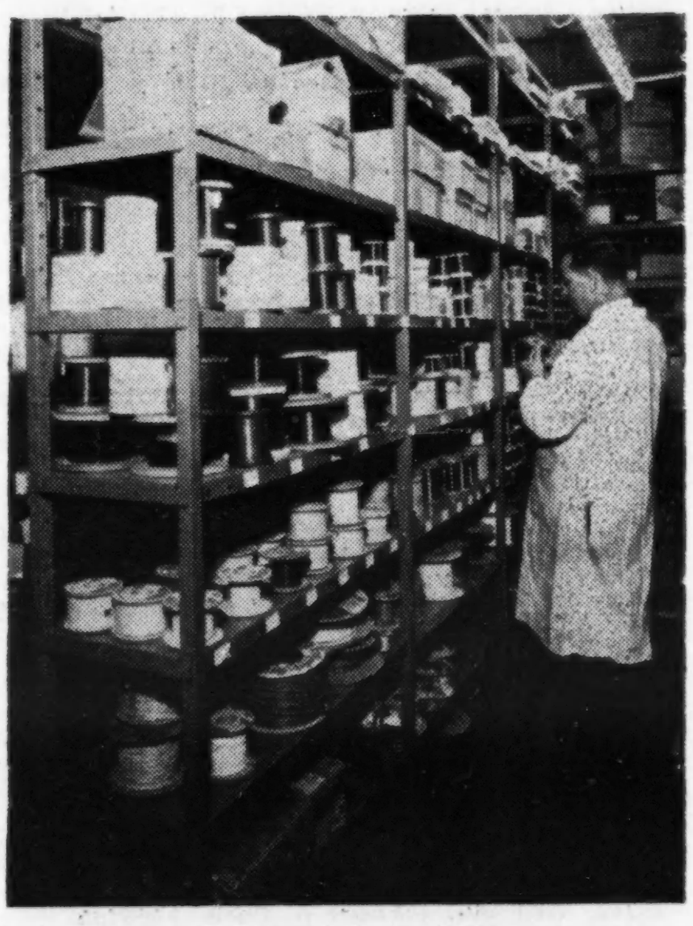
Tunisia/The People's Republic of China
(8/66) Trade Agreement. C.R.E. 6516/G.

United States of America
(5/66) Inquiry for wire cloth. E.S.B. 552/66.
(5/66) Inquiry for gas meters; brass water fittings. E.S.B. 642/66.
(5/66) Manufacture under licence – rotary car dumpers; ore unloaders. E.S.B. 9187/65.
(6/66) Inquiry for power transmission equipment. E.S.B. 33319/65.
(6/66) Inquiry for bronze bushing stock. E.S.B. 639/66.
(6/66) Inquiry in respect of generating unit components and fuel supply. E.S.B. 6418/1/65.
(8/66) Inquiry for radio receivers. E.S.B. 980/66.
(9/66) Inquiry for copper mylar laminate. E.S.B. 1627/66.
(9/66) Inquiry for crimping tools; fittings for hose couplings; webbing. E.S.B. 1136/66.
(10/66) Inquiry for electrical and mechanical equipment. E.S.B. 1848/66.
(10/66) Manufacture under licence in Britain – dust pans. E.S.B. 847/66.

Venezuela
(6/66) Agency inquiry for juice extractors. E.S.B. 43084/65.
(6/66) Agency inquiry for textile machinery. E.S.B. 673/66.

Yugoslavia
(7/66) Inquiry for insulating material. E.S.B. 640/66.

Zambia
(6/66) Agency inquiry for clothing; household hardware and linen; shoes; textiles. E.S.B. 492/66.



Part of the store at A. P. Besson and Partner Limited, at Hove, showing a rack built in perforated Speedframe and steel shelves, made by Dexion Ltd. A. P. Besson and Partner Limited are specialists in the manufacture of miniature electro-mechanical devices, principally microphones, earphones and miniature transformers. These products are among the smallest currently available in Europe. During the last seven years the company has supplied more than one million units to world markets.

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Accountants' Division – Hillgate House, 35 Old Bailey, London, E.C.4. (City 5757; Telex 25977.)

Bankruptcy Department:
Headquarters: Hillgate House, 35 Old Bailey, London, E.C.4. (City 5757; Telex 25977.)
Official Receiver (High Court): Victory House, Kingsway, London, W.C.2. T.A.: 'Official Receiver, London', (Holborn 7641.)

Board of Trade Advisory Committee – 2 Bunhill Row, London, E.C.1. (Monarch 4071.)

'Board of Trade Journal' – 1 Victoria Street, London, S.W.1. (Abbey 7877, Ext. 2654; Telex 25955.)

Census Office – Lime Grove, Eastcote, Ruislip, Middlesex. (Pinner 8771/0.)

Commercial Relations and Exports Department – 1 Victoria Street, London, S.W.1. T.A.: 'Advantage, London SW1' (Abbey 7877; Telex 25955.)

Companies Inspection and Liquidation Branch – Hillgate House, 35 Old Bailey, London, E.C.4. (City 5757; Telex 25977.)

Companies Registration Office – Companies House, 55/71 City Road, London, E.C.1. (Clerkenwell 9393.)

Companies (Winding-up) Department – Inveresk House, 346 Strand, London, W.C.2. T.A.: 'Concluding, Rand, London,' (Temple Bar 7733.)

Distribution of Industry Division – 1 Victoria Street, London, S.W.1. (Abbey 7877; Telex 25955.)

Enemy Property Branch – 2 Bunhill Row, London, E.C.1. (Monarch 4071.)

Engineering Industries Division – 1 Victoria Street, London, S.W.1. (Abbey 7877; Telex 25955.) *It was announced by the Prime Minister on December 1 that sponsorship for the engineering industries was being transferred from the Board of Trade to the Ministry of Technology.*

Establishment Division – 1 Victoria Street, London, S.W.1. (Abbey 7877; Telex 25955.)

Export Licensing Branch – Hillgate House, 35 Old Bailey, London, E.C.4. (City 5757; Telex 25977.)

Export Promotion and Fairs Branch – Queen Anne's Mansions, Queen Anne's Gate, London, S.W.1. (Abbey 7877; Telex 25955.)

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Export Service Bulletin Section – Room H.35, Hillgate House, 35 Old Bailey, London, E.C.4. T.A.: 'Exserbra, London EC4' (City 5757; Ext. 433; Telex 25977.)

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Insurance and Companies Department – Sanctuary Buildings, 20 Great Smith Street, London, S.W.1. (Abbey 7877.)

Jute Control P.O. Box 3, Kandahar House, 71 Meadowside, Dundee. Telephone: Dundee 24953

Marine Division: Surrey House, 20, Lavington Street, London, S.E.1. (Waterloo 8021; T.A. Transminry London Telex); Marine Crews: 71/73, Southwark Street, London, S.E.1. (Waterloo 7999; T.A. Transminry London Telex); Marine Navigational Aids: Abell House, John Islip Street, London, S.W.1. (Victoria 1741/6; T.A. Advantage London, S.W.1.) (Telex: 25955).

Parliamentary Branch – 1 Victoria Street, London, S.W.1. (Abbey 7877; Telex 25955.)

Patent Office and Industrial Property Department – 25 Southampton Buildings, Chancery Lane, London, W.C.2. T.A.: 'Patoff, London, WC2.' (Holborn 8721.) 51 Regent House, Cannon Street, Manchester, 4. (Blackfriars 3759.)

Registry of Business Names – Companies House, 55/71 City Road, London, E.C.1. (Clerkenwell 9393.)

Shipping Policy Division 1 Victoria St. London, S.W.1. Tel. Abbey 7877; Telex 25955.)

Solicitor's Department – 1 Victoria Street, London, S.W.1. (Abbey 7877; Telex 25955.)

Standard Weights and Measures Department – 26 Chapter Street, London, S.W.1. (Victoria 7032.)

Statistics Division – 1 Victoria Street, London, S.W.1. (Abbey 7877; Telex 25955.)

Tariff Division – 1 Victoria Street, London, S.W.1. (Abbey 7877; Telex 25955.)

Tariff Division – Duty Remission Branch, Sanctuary Buildings, 20 Great Smith Street, London, S.W.1. (Abbey 7877.)

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Export Orders

Firms are invited to send in brief details of recent exports orders or contracts for mention on this page.

Rolling mill contract from Australia

Australian Iron & Steel, Port Kembla, New South Wales, Australia, have placed a £A500,000 order with Associated Electrical Industries for the main drive electrical equipment for a single stand reversing cold mill.

Connectors for Rotterdam underground

British electrical connectors have been chosen in the face of strong international competition to provide auxiliary power links for Rotterdam underground trains. The connectors will be supplied by the Wiring and Connectors Division of the Plessey Components Group. This latest contract follows an order for Plessey connectors valued at more than £¼ million, to be used in conjunction with a new automatic train control system on the Netherlands Railways network.

British instrumentation at Sweden's largest cement works

George Kent Limited, Luton, are to supply instrumentation as part of a major automation scheme being carried out by International Systems Control Limited at the Limhamn cement plant of Skanska Cementaktiebolaget near Malmo, Sweden. Kent instruments, in conjunction with an ISC Series 90 computer, will provide on-line control of the production plant and raw material preparation plant activities. The initial Kent order is valued at approximately £80,000.

£200,000 export contract from Iran

A £200,000 contract for cotton spinning machinery has been awarded to Platt Bros. (Sales) Ltd., Oldham, the main selling company in the Textile Machinery Division of Stone-Platt Industries. The order has been placed by the Simin Spinning & Weaving Co., one of a number of spinning mills in the Isfahan area of Iran, and is for an extension to their existing plant.

The machinery will be manufactured in the Division's Lancashire factories, Dobson & Barlow Ltd. of Bolton, Howard & Bullough Ltd. of Accrington, and Platt Brothers & Co. Ltd. of Oldham.

Refrigerators made in Iran use British anodising plant

Cruickshanks Division of Forestal Industries (UK) Limited, of Birmingham, in conjunction with Joseph Fray Limited, have obtained an order from the Arj Manufacturing Company of Teheran, Iran, for £15,000 worth of electrolytic process equipment and chemical supplies for anodizing of aluminium used in the manufacture of refrigerators.

Pumps valued at £100,000 for Yugoslavia

Eighty-five pumps manufactured by SPP, Sigmund Pulsometer Pumps Ltd., are to be installed in the large new Pancevo Oil Refinery, near Belgrade, Yugoslavia. Valued at over £100,000 they represent a substantial part of the process pumps ordered for this refinery. The contract, obtained in the face of intense international competition, was placed by Jugotehna Import-Export on behalf of Naftagas of Pancevo, with Brefcon International – a London-based group of over 100 companies.

British diesel trucks for Ghana

An order for 156 Perkins-engined Dodge diesel trucks for the Ghana National Trading Corporation has been won by Dodge Brothers (Britain) Ltd. The order – worth £217,840 – is for 108 7-ton vehicles including 16 tippers, and 48 5-ton units.

All the trucks are normal control vehicles and, apart from the tippers, will be used as general cargo carriers in Ghana. The order is being shipped in knocked down form for local assembly.

Insecticide plant for Hungary

In co-operation with Interag of Hungary, Sturtevant Engineering Co. Ltd., London, have secured an order for a £20,000 insecticide processing plant with a 30,000 tons per annum output. This, the second contract for insecticide plant placed with the company by the Hungarians, was negotiated by J. F. Vine and E. P. Kozlowski, Technical and Export Managers, respectively, of Sturtevant Engineering Co., Ltd.

Fire-fighting equipment for Swedish America liner

The Angus Fire Armour Division of George Angus & Company Ltd. has fulfilled a £20,000 order to supply the new Swedish America liner 'Kungsholm', being built at Clydebank, by John Brown, with fire fighting and breathing equipment.

British tyres for Poland

Orders for tyres worth £900,000 have been placed by Poland with the British firms of Dunlop, Firestone, Goodyear and Connolly. It is believed to be the largest Polish tyre order ever placed in Great Britain.

Aircraft equipment firm's 90 per cent export record

Announcing new export orders from Austria, New Zealand and Jordan recently, Auto Diesels Ltd., the aircraft equipment division of the £3-million Braby of Britain Group, stated that it is now selling 90 per cent of its total output of ground power units to overseas airlines.

'In fact, the annual sales target for these units has been exceeded by more than 60 per cent,' says Air Commodore J. Warburton, director of the air equipment division. 'Today more than half the world airlines outside the United States are using our equipment.'

State approval in Finland for British burner

The Finnish Government Institute of Technical Inspections has completed an intensive series of tests on Landon Kingsway Ltd.'s silent automatic Wallflame burner and a boiler manufactured by Kurikan Kattila-Landon Kingsway's Finnish agents. The outcome of these tests is that the Central Organization of Agricultural Societies of Finland has chosen this boiler/burner combination for its model farmhouse in Helsinki – a project which is to receive extensive publicity on the Continent.

Export orders for Worcester firm

Export orders worth more than £20,000 for variable speed drives have recently been received by Heenan and Froude Limited of Worcester. One order for 21 Ajusto Spedes has been placed by The Newall Engineering Co. Ltd., Peterborough, who are to incorporate them in precision grinding machines ordered by the USSR.

Another order for 15 Ajusto Spede drives and control gear has been placed by Flowlink Italiana of Italy.

Cable order from Iraq

The National Electricity Administration of Iraq has awarded British Insulated Callender's Cables Limited a contract to supply 11kV cables to the value of nearly £140,000.

£200,000 Soviet order

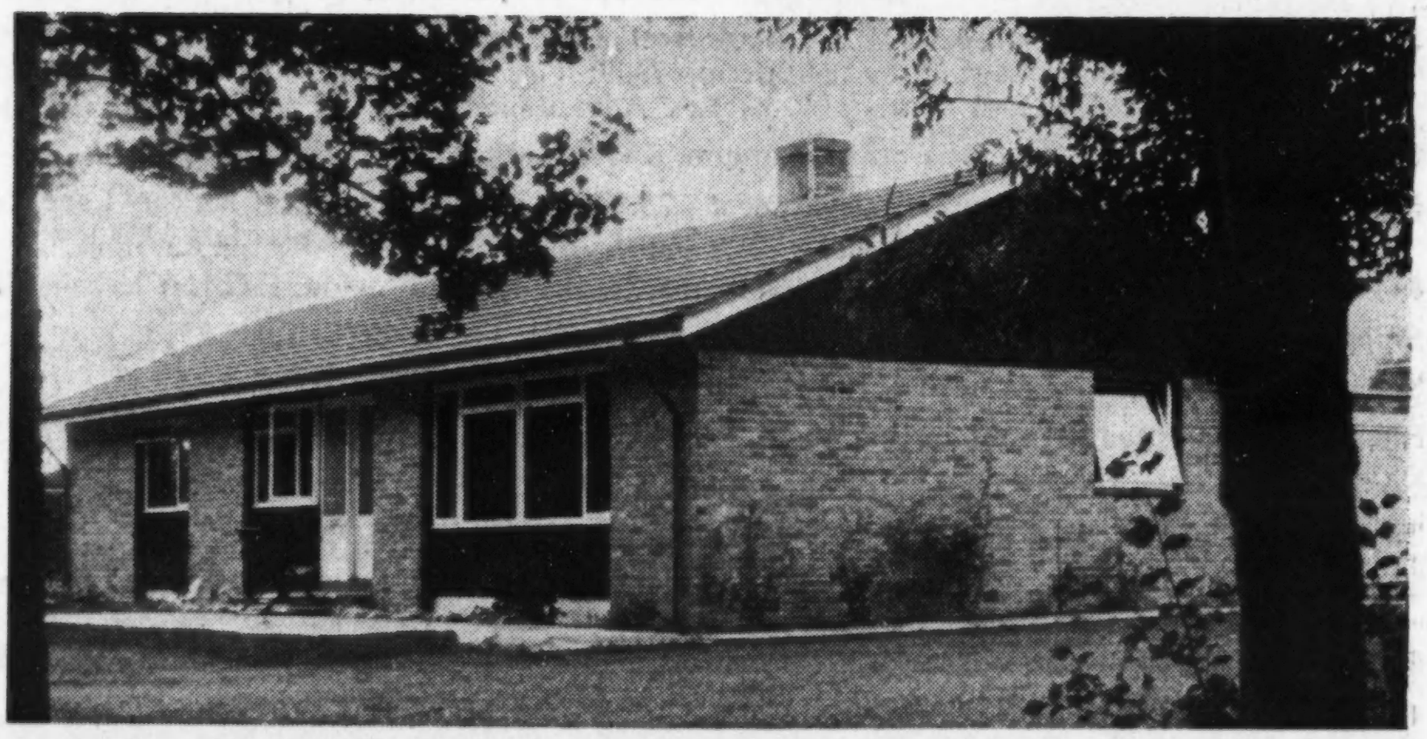
An order from Russia for thirty-two 95 'S' Type AR(W) Centrifugal fans with a total value of £200,000, was recently completed by Keith Blackman Ltd. The last consignment was shipped, on schedule, from London in October.

Self-priming centrifugal pumps for Thailand

Markt & Co. (London) Ltd. in conjunction with their Associates, Dodge & Seymour (Far East) Inc., of Bangkok, have been awarded a contract to supply self priming centrifugal pumps manufactured by Auto Diesels Ltd., to the Royal Irrigation Department, Bangkok. The C. & F. value of the contract is worth over $95,000·00.

New Tata coke ovens

Simon-Carves Ltd. has received an order from Tata Iron & Steel Company Ltd. for a new battery of coke ovens to be built at Jamshedpur, India. The value of the order approaches £4 million.



On December 20 a four-bedroomed manufactured bungalow of 1,218 sq. ft. left Guildway Ltd.'s factory in Guildford for Germany. It is a timber-framed, brick-clad bungalow which has been sold by Guildway (Deutschland) GmbH to a private client and is being built for him on a site at Oberpleis, about 100 miles from Bonn.

Generating plant for Saudi Arabia

Hawker Siddeley International Limited has been awarded a contract by the Saudi National Electric Co. Ltd., of Saudi Arabia, for the supply and erection of complete power generation and distribution equipment for the extension of the Jeddah Power Station.

Australian order for biscuit machinery

Sunshine Biscuits Limited of Ballarat, Victoria. has placed an order for a fully-automatic line of biscuit-making machinery with Simon-Vickers of Earlestown, Lancashire, a member company of Simon Engineering. Further items of equipment have been included in the order to convert a similar line of plant, already installed, to fully-automatic working.

Poland orders £50,000 forging press

Davy and United Engineering Company Ltd., a member of the Davy-Ashmore Group, has received a second order for a forging press from the Metalexport foreign trade enterprise of Warsaw. The order, worth approximately £50,000, is for a single station press which, like the first, is destined for the Ursus tractor factory near Warsaw.

Clothes airers for Italy

Auriol (Guildford) Ltd. have received an order worth about £500 for clothes airers. This is the fourth order Auriol have had from Italy this year, making a total of approximately £1,200.

Electric winder equipment for South Africa

Associated Electrical Industries Ltd., Heavy Plant Division, has been instructed by Union Corporation Ltd., South Africa, to put in hand the manufacture of a 4,500 hp Ward-Leonard winder electrical equipment valued at £120,000. This will make seven winders of the same rating with AEI electrical equipment for duty at Union Corporation gold mines.

Britain wins space contract

An order for vibration equipment valued at £200,000 has been given to Pye-Ling Ltd., of Royston, by the European Space Research Organisation for their experimental test centre at Noordwijk in Holland.

Orders from Japanese gas industry

The Power-Gas Corporation Limited, a member of the Davy-Ashmore Group, announce they have recently secured two further contracts for gasmaking plant for the Tokyo Gas Company. Both plants will be sited at the new Negishi works at Yokohama and will be built on land reclaimed from the sea.

Farm building for South Africa

A prototype farm building using Arc-form galvanized steel corrugated sheeting as part of its main contruction, is to be built in Bloemfontein, South Africa, as a permanent exhibition unit. Arc-form, a super-strength panelling capable of withstanding the terrific thrust of grain heaped to a maximum height, was introduced early in 1965 by the Agricultural Division of the £3-million Braby of Britain Group.

Dutch order for educational machines

An order has been received by Mawdsley's Ltd., of Dursley, Glos., for two Students' Demonstration Sets for the Technical University at Twente, Holland. It was placed with the Company's agents in Holland, W. A. Brinck & Zoon of Amersfoort.

Mawdsley's are specialists in the field of educational electrical machines and have supplied many universities and technical colleges in the UK and overseas with this type of equipment.

Order for fuse-switches from Baghdad

The Ministry of Municipalities and Rural Affairs, Bahdad has ordered from Johnson & Phillips Ltd., the Charlton, London, electrical engineers and cable makers, 3,000 J&P Type "D" Fuse-switches for protecting the overhead lines and transformers installed on their supply system.

Actuators for Turkish pipeline

The English Electric Company Limited is to supply electro-mechanical valve actuators to the Turkish Petroleum Corporation for the 200-mile crude oil pipeline from the oilfields at Batman to the Mediterranean port of Iskenderun.

Finnish order for fuel equipment

Sims Motors Units (International) Limited, a member of the Simms Group of Companies, announce that they have secured a large order from Valmet Oy, the Finnish tractor manufacturers, for the supply of fuel injection equipment.

Jordan contracts for British company

The Government of Jordan has awarded a London company of interior designers and furnishers a contract for re-fitting and re-furnishing four rooms in the Basman palace, Amman, the King's official residence. The company, Catesbys of Tottenham Court Road, has also received contracts for the interiors of two new private villas for King Hussein, at Aqabar and Hummar.

Other contracts received by Catesbys from overseas Governments during 1965 include those for the Chamber of the Ghana House of Assembly, and Government House, Dacca, East Pakistan.

Export Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses is published on pages i-viii of the Board of Trade Journal *of November 26 issue. Businessmen wishing to avail themselves of this assistance should consult in advance either the regional offices of the Board of Trade (see page 1506 of December 24 issue) or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757).*

Export tour of West Germany, Holland and Austria

Mr. P. D. B. Hubbard, export manager of Food Industries Limited, Walton-on-Thames, will be visiting the West German, Dutch and Austrian markets, in January selling flavours, essential oils and emulsifiers to the food industry, vitamin trace mineral mixes for animal feed and agricultural hygiene chemicals.

Successful sales trips

Mr. D. F. Oakes, export sales manager of W. G. Flaig and Sons Ltd., laboratory glassware and scientific apparatus manufacturers, of Broadstairs, Kent, recently completed a highly successful selling trip to North America. He reports that as a direct result of this trip, orders in excess of £15,000 have so far been received by the company, together with numerous inquiries. Plans have now been completed by the company for similar trips to Scandinavia and Australia, to be completed within the next two months.

Promoting exports of new electrical lines

Mr. Simon Ackstine, export manager of Pifco Ltd., Manchester, leaves Britain on February 8 for an extensive six-week tour of South Africa, Cyprus, Greece, Spain and Portugal. He will be visiting Pifco agents and distributors to discuss a 1966 programme for promoting new Pifco products and major lines, which include the new range electric blankets, 1966 hair-dryer range, new de luxe hairclipper, new multi-roll hair curler, new oscillating fan, new picturelite, new electric shaving mirrors, 1966 table lamp range and a massager outfit.

Extensive overseas tours for export executives

Extensive overseas tours are planned by P. P. Payne's export sales executives during the coming months. During February, Mr. R. T. Edgson, export general manager and Mr. H. K. Smart, export sales manager, will visit Belgium and Holland, followed by trips to France, Germany, Austria, Switzerland, Italy, Denmark, Norway and Sweden, during March, April and May.

Further European trips will be made later in the year, to ensure continuity of contact with agents, representatives and leading customers. In addition, a tour of Mediterranean and Middle East markets is planned for the autumn. Commenting on the forthcoming tours. Mr. Edgson said that they were part of a general plan to increase the company's exports by 50 per cent to £750,000 within the next two years.

Ten high-speed Klinger CMG 500 yarn twist-crimping machines have been sold to Poland as part of a consortium package deal for the complete equipment of a synthetic fibre processing plant. From left to right are Mr. George Gough and Mr. Ray Maynard of Klinger Manufacturing Co. Ltd. Also Mr. Frank Cain and Mr. Edwin Richards who are erecting associated equipment in the same plant.

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and import regulations changes in overseas countries published in this section of the Journal sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

ARGENTINA

Prohibited imports

ARGENTINE Government Decree No. 10,682 of November 26, 1965, prohibits the import into Argentina of a wide range of goods. The list of prohibited goods, which is temporary, includes most of the items prohibited by Decree No. 448/64 (see the *Board of Trade Journal* of January 31, 1964, page 241), which is now superseded:

Tariff No.	Item
02.05.00.00	Unrendered pig fat, free of lean meat, fresh, chilled, frozen, salted or cured.
	Edible meat and edible meat offals of any kind, salted and/or cured:
02.06.01.00	Bacon, ham and other pig meat.
02.06.02.00	Other.
	Fish, fresh (live or dead), chilled or frozen:
03.01.00.50	Other live fish.
03.01.00.99	Dead fish and parts thereof.
	Fish, salted, in brine, dried or smoked:
03.02.00.31	Herrings.
03.02.00.99	Other.
	Milk and cream, preserved, concentrated or sweetened:
04.02.01.00	Milk and cream, in liquid or semi-solid form.
04.02.02.99	Other.
04.03.00.00	Butter.
	Cheese and curd:
04.04.00.01	Hard cheese.
04.04.00.02	Medium-hard cheese.
04.04.00.03	Soft cheese.
04.04.00.04	Processed cheese.
04.04.00.99	Other.
04.06.00.00	Natural honey.
07.02.00.00	Vegetables (whether or not cooked), preserved by freezing.
07.03.00.00	Vegetables provisionally preserved in brine, in sulphur water or in other preservative solutions, but not specially prepared for immediate consumption.
07.04.00.00	Dried, dehydrated or evaporated vegetables, whole, cut, sliced, broken or in powder, but not further prepared.
07.06.00.00	Manioc, arrowroot, salep, Jerusalem artichokes, sweet potatoes and other similar roots and tubers with high starch or inulin content, fresh or dried, whole or sliced: sago pith.
	Dates, bananas, coconuts, brazil nuts, cashew nuts, pineapples, avocados, mangoes, guavas and mangosteens, fresh or dried, shelled or not:
08.01.04.01	Bananas, dried.
08.01.04.02	Dates.
08.01.04.99	Other.
08.03.02.00	Figs, dried.
08.04.02.00	Currants.
	Nuts other than those falling within heading No. 08.01, fresh or dried, shelled or not:
08.05.00.14	Chestnuts, shelled.
08.05.00.99	Other.
08.10.00.00	Fruit (whether or not cooked), preserved by freezing, not containing added sugar.
08.11.00.00	Fruit provisionally preserved in brine, in sulphur water or in other preservative solutions, but unsuitable in that state for immediate consumption.
08.12.00.00	Fruit, dried, other than that falling within heading No. 08.01, 08.02, 08.03, 08.04, or 08.05.
08.13.00.00	Peel of melons and citrus fruits, fresh, frozen, dried, or provisionally preserved in brine, in sulphur water or in other preservative solutions.
	Coffee, whether or not roasted or freed of caffeine; coffee husks and skins; coffee substitutes containing coffee in any proportion:
09.01.01.99	Other.
09.01.02.00	Coffee husks and skins.
09.02.00.00	Tea.
	Thyme, saffron and bay leaves; other spices:
09.10.00.99	Other, excluding: mixed ground spices imported by the manufacturer himself.
	Maize:
10.05.00.99	Other.
10.06.01.99	Husked rice.
10.06.02.00	Rice, glazed, polished or broken.
11.01.00.00	Cereal flours.
	Cereal groats and cereal meal; other worked cereal grains (for example, rolled, flaked, polished, peeled or kibbled, but not further prepared), except husked, glazed,) polished or broken rice; germ of cereals, whole, rolled, flaked or ground:
11.02.01.00	Cereal groats and cereal meal, of wheat ('trigo de comuna o de moreajol'–?)
11.02.02.00	Cereal groats and meal (except groats and meal of wheat) ('trigo de comuna o de moreajo'–?)
11.02.03.99	Other.
11.03.00.00	Flours of the leguminous vegetables falling within heading No. 07.05.
11.04.00.00	Flours of the fruits falling within any heading in Chapter 8.
11.05.00.00	Flour, meal and flake of potato.
11.06.00.00	Flour and meal of sago and of manioc, arrowroot, salep and other roots and tubers falling within heading No. 07.06.
11.07.00.00	Malt, roasted or not.
	Flours or meals of oil seeds or oleaginous fruit, non-defatted (excluding mustard flour):
12.02.00.99	Other.
12.08.00.00	Locust beans only.
15.01.00.00	Lard and other rendered pig fat: rendered poultry fat.
15.03.00.00	Lard stearin, oleostearin and tallow stearin; lard oil, oleo-oil and tallow oil, not emulsified or mixed or prepared in any way.
15.07.01.00	Soya bean oil.
15.07.02.00	Cottonseed oil.
15.07.03.00	Ground-nut oil.
15.07.04.00	Olive oil.
15.07.05.00	Sunflower seed oil.
15.07.06.00	Rape, colza and mustard seed oil.
15.07.12.02	Grape seed oil.
15.12.00.00	Animal or vegetable fats and oils, hydrogenated, whether or not refined, but not further prepared.
15.13.00.00	Margarine, imitation lard and other prepared edible fats.
16.01.00.00	Sausages and the like, of meat, meat offal or animal blood.
16.02.00.00	Other prepared or preserved meat or meat offal.
16.03.00.00	Meat extracts and meat juices.
16.04.00.00	Prepared or preserved fish, including caviare and caviare substitutes.
16.05.00.00	Crustaceans and molluscs, prepared or preserved.
17.03.00.00	Molasses, whether or not decolourized.
17.04.00.00	Sugar confectionery, not containing cocoa.
17.05.00.00	Flavoured or coloured sugars, syrups and molasses, but not including fruit juices containing added sugar in any proportion.
18.06.00.00	Chocolate and other food preparations containing cocoa.
19.03.00.00	Macaroni, spaghetti and similar products.
19.04.00.00	Tapioca and sago; tapioca and sago substitutes obtained from potato or other starches.
19.05.00.00	Prepared foods obtained by the swelling or roasting of cereals or cereal products (puffed rice, cornflakes and similar products).
19.07.00.00	Bread, ships' biscuits and other ordinary bakers' wares, not containing sugar, honey, eggs, fats, cheese or fruit.
19.08.00.00	Pastry, biscuits, cakes and other fine bakers' wares, whether or not containing cocoa in any proportion.
20.01.00.00	Vegetables and fruit, prepared or preserved by vinegar or acetic acid, with or without sugar, whether or not containing salt, spices or mustard.
20.02.00.00	Vegetables prepared or preserved otherwise than by vinegar or acetic acid.
20.03.00.00	Fruit preserved by freezing, containing added sugar.
20.04.00.00	Fruit, fruit-peel and parts of plants, preserved by sugar (drained, glace or crystallized).
20.05.00.00	Jams, fruit jellies, marmalades, fruit puree and fruit pastes, being cooked preparations, whether or not containing added sugar.
20.06.00.00	Fruit otherwise prepared or preserved, whether or not containing added sugar or spirit.
20.07.00.00	Fruit juices (including grape must) and vegetable juices, whether or not containing added sugar, but unfermented and not containing spirit.
21.01.00.00	Roasted chicory and other roasted coffee substitutes; extracts, essences and concentrates thereof.
21.02.00.00	Extracts, essences or concentrates, of coffee, tea or maté; preparations with a basis of those extracts, essences or concentrates.
21.03.00.00	Mustard flour and prepared mustard.
21.04.00.00	Sauces: mixed condiments and mixed seasonings.
21.05.00.00	Soups and broths, in liquid, solid or powder form.
21.07.00.00	Food preparations not elsewhere specified or included, excluding concentrated extracts for the industrial preparation of beverages.
22.01.00.00	Aerated waters only.
22.02.00.00	Lemonade, flavoured spa waters and flavoured aerated waters and other non-alcoholic beverages, not including fruit and vegetable juices falling within heading No. 20.07.
22.03.00.00	Beer made from malt.
22.04.00.00	Grape must, in fermentation or with fermentation arrested otherwise than by the addition of alcohol.
22.05.00.00	Wine of fresh grapes; grape must with fermentation arrested by the addition of alcohol.
22.06.00.00	Vermouths, and other wines of fresh grapes flavoured with aromatic extracts.
22.07.00.00	Other fermented beverages (for example, cider, perry and mead).
22.08.00.00	Ethyl alcohol or neutral spirits, undenatured, of a strength of 80° or higher; denatured spirits (including ethyl alcohol and neutral spirits) of any strength.
	Spirits (other than those of heading No. 22.08); liqueurs and spirituous beverages; compound alcoholic preparations (known as 'concentrated extracts') for the manufacture of beverages:
22.09.00.10	Whisky.
22.09.00.99	Other.
22.10.00.00	Vinegar and vinegar substitutes.
23.02.00.00	Bran, sharps and other residues derived from the sifting, milling or working of cereals or of leguminous vegetables.
	Sweetened forage; other preparations of a kind used in animal feeding:
23.07.00.99	Other.
	Unmanufactured tobacco; tobacco refuse:
24.01.00.80	Other unmanufactured tobacco.
24.01.00.90	Tobacco refuse.
	Manufactured tobacco; tobacco extracts and essences:
24.02.01.00	Cigars and cheroots.

Tariff No.	Item
24.02.02.00	Cigarettes.
24.02.03.01	Cut tobacco.
24.02.03.99	Other.
25.01.00.99	Table salt.
32.09.06.00	Blue, in cakes or sachets.
	Perfumery, cosmetics and toilet preparations:
33.06.00.01	Without ethyl alcohol.
34.01.00.00	Soap, including medicated soap.
34.05.00.00	Polishes and creams, for footwear, furniture or floors. metal polishes, scouring powders and similar preparations, but excluding prepared waxes falling within heading No. 34.04.
34.06.00.00	Candles, tapers, night-lights and the like.
	Articles of materials of the kinds described in headings Nos. 39.01 *to* 39.06*:*
39.07.03.99	Table or kitchen utensils, sanitary and toilet articles, articles of apparel and clothing accessories. Dust-sheets, protective bags, file-covers, document-jackets, book covers and reading jackets and similar protective goods, office articles, fancy goods, statuettes and articles for interior decoration. Forms for footwear and other articles for personal use. Brief-case fasteners.
	Articles of apparel and clothing accessories (*including gloves*), *for all purposes, of unhardened vulcanized rubber:*
40.13.00.99	Articles for domestic and personal use.
	Other articles of unhardened vulcanised rubber:
40.14.00.99	Cases, sets of letters, articles for domestic and personal use.
42.01.00.00	Saddlery and harness, of any material (for example, saddles, harness, collars, traces, knee-pads and boots), for any kind of animal.
42.02.00.00	Travel goods (for example, trunks, suit-cases, hat-boxes, travelling-bags, haversacks, knapsacks, rucksacks, kit-bags), handbags, wallets, purses, satchels, brief-cases, collar-boxes, dressing-cases, pouches, toilet-bags, tool-cases and similar containers, of leather or of composition leather, of vulcanized fibre, of artificial plastic sheeting, of paperboard or of textile fabric.
42.03.00.00	Articles of apparel and clothing accessories, of leather or of composition leather.
42.05.00.00	Other articles of leather or of composition leather.
43.01.00.00	Raw furskins: squirrel, ermine, astrakhan, caracul, beaver, chinchilla, sable, nutria, mink and fox.
43.02.00.00	Furskins, tanned or dressed, including furskins assembled in plates, crosses and similar forms; pieces or cuttings, of furskin, including heads, paws, tails and the like (not being fabricated), of squirrel, astakhan, caracul, beaver, chinchilla, sable, nutria, mink and fox; including pieces of furskins sewn together in the form of squares, rectangles, trapeziums or crosses.
43.03.00.00	Articles of furskin.
43.04.00.00	Artificial fur and articles made thereof.
44.20.00.00	Wooden picture frames, photograph frames, mirror frames and the like.
44.23.00.00	Parquet flooring and panels.
44.24.00.00	Household utensils of wood (table and kitchen utensils).
44.25.00.00	Lasts and trees for shoes.
44.27.00.00	Standard lamps, table lamps and other lighting fittings, of wood; articles of furniture, of wood, not falling within Chapter 94; caskets, cigarette boxes, trays, fruit bowls, ornaments and other fancy articles, of wood; cases for cutlery, for drawing instruments or for violins and similar receptacles, of wood; articles of wood for personal use or adornment, of a kind normally carried in the pocket, in the handbag or on the person; parts of the foregoing articles, of wood.
44.28.00.00	Wooden heads for hair; letters; boxes for adornment; birdcages, coffins; cases; yokes; embroidery frames; trouser presses; serviette rings; book ends; packet cases; trays, toothpicks and other articles for domestic use.
45.03.00.00	Carpets, dish mats and other articles for domestic use.
46.02.00.00	Carpets; mats; curtains and articles for domestic use.
46.03.00.00	Basketware, wickerwork and other articles of plaiting materials, made directly to shape; articles made from goods falling within heading No. 46.01 or 46.02; articles of loofah.
48.15.00.99	Toilet paper.
48.16.00.00	Boxes, bags and other packing containers, of paper or paperboard.
48.18.00.00	Photograph albums and covers therefor.
48.21.00.99	Purses, folders; dishes and articles for domestic and personal use.
49.09.00.00	Picture postcards, Christmas cards and other picture greeting cards, printed by any process, with or without trimmings.
50.07.00.00	Silk yarn and yarn spun from noil or other waste silk, put up for retail sale.
50.09.00.00	Woven fabrics of silk or of waste silk other than noil.
50.10.00.00	Woven fabrics of noil silk.
	Woven fabrics of man-made fibres (*continuous*), *including woven fabrics of monofil or strip of heading No.* 51.01 *or* 51.02*:*
51.04.01.99	Other, excluding: woven fabrics of synthetic fibres and mixtures thereof with artificial fibres for the manufacture of gloves.
51.04.02.99	Other, excluding: woven fabrics of artificial fibres and/or mixtures thereof with synthetic fibres for the manufacture of gloves.
52.02.00.00	Woven fabrics of metal thread or of metallized yarn, of a kind used in articles of apparel, as furnishing fabrics or the like.
53.11.00.00	Woven fabrics of sheeps' or lamb's wool or of fine animal hair.
53.12.00.00	Woven fabrics of coarse animal hair other than horsehair.
53.13.00.00	Woven fabrics of horsehair.
54.05.00.00	Woven fabrics of flax or of ramie.
	Cotton gauze:
55.07.01.00	Not bleached, dyed or mercerized.
55.07.02.00	Other.
	Terry towelling and similar terry fabrics, of cotton:
55.08.01.00	Not bleached.
55.08.02.00	Other.
	Other woven fabrics of cotton:
55.09.01.00	Not bleached or mercerized.
55.09.02.00	Other.
56.07.00.00	Woven fabrics of man-made fibres (discontinuous or waste).
57.09.00.00	Woven fabrics of true hemp, excluding special fabric for wrapping cheese.
	Woven fabrics of jute:
57.10.00.99	Other, excluding sacking for packaging.
57.11.00.00	Woven fabrics of other vegetable textile fibres.
57.12.00.00	Woven fabrics of paper yarn.
58.01.00.00	Carpets, carpeting and rugs, knotted (made up or not).
58.02.00.00	Other carpets, carpeting, rugs, mats and matting, and 'Kelem,' 'Schumacks' and 'Karamanie' rugs and the like (made up or not).
58.03.00.00	Tapestries, hand-made, of the type Gobelins, Flanders, Aubusson, Beauvais and the like, and needle-worked tapestries (for example, petit point and cross stitch) made in panels and the like by hand.
	Woven pile fabrics and chenille fabrics (*other than terry towelling or similar terry fabrics of cotton falling within heading No.* 55.08 *and fabrics falling within heading No.* 58.05)*:*
58.04.01.00	Of cotton.
58.04.02.00	Of silk.
58.04.03.00	Of wool.
58.04.04.00	Of synthetic fibres.
58.04.05.00	Of artificial fibres.
58.04.06.00	Other.
58.07.00.00	Chenille yarn, gimped yarn (other than metallized yarn of heading No. 52.01 and gimped horsehair yarn); braids and ornamental trimmings in the piece, tassels, pompons and the like.
58.08.00.00	Tulle and other net fabrics (but not including woven, knitted or crocheted fabrics), plain.
58.09.00.00	Tulle and other net fabrics (not including woven, knitted or crocheted fabrics), figured; hand or mechanically made lace, in the piece, in strips or in motifs, excluding hand-made nanduti lace.
58.10.00.00	Embroidery, in the piece, in strips or in motifs, excluding embroidered woven fabrics of synthetic fibres and/or mixtures thereof with artificial fibres for the manufacture of footwear and brief-cases.
	Wadding and articles of wadding; textile flock and dust and mill neps:
59.01.00.00	Other.
59.02.00.00	Felt and articles of felt, whether or not impregnated or coated.
59.03.00.00	Bonded fibre fabrics and articles of bonded fibre fabrics, whether or not impregnated or coated.
	Nets and netting made of twine, cordage or rope, and made-up fishing nets of yarn, twine, cordage or rope:
59.05.00.99	Other.
59.06.00.00	Other articles made from yarn, twine, cordage, rope or cables, other than textiles fabrics and articles made from such fabrics. Cables and slings for towing are excepted.
59.08.00.00	Textile fabrics impregnated or coated with preparations of cellulose derivatives or other artificial plastic materials, excluding those for technical or industrial use.
59.09.00.00	Textile fabrics coated or impregnated with oil or preparations with a basis of drying oil.
59.10.00.00	Linoleum and materials prepared on a textile base in a similar manner to linoleum, whether or not cut to shape or of a kind used as floor coverings; floor coverings consisting of a coating applied on a textile base, cut to shape or not.
59.11.00.00	Rubberized textile fabrics, other than rubberized knitted or crocheted goods.
59.13.00.00	Elastic fabrics and trimmings (other than knitted or crocheted goods) consisting of textile materials combined with rubber threads.
60.01.00.00	Knitted or crocheted fabric, not elastic nor rubberized, excluding knitted or crocheted fabrics of synthetic fibres and mixtures thereof with artificial fibres, whether or not embossed or raised, and imitation leather for the manufacture of gloves and figured knitted or crocheted fabric of synthetic fibres and/or mixtures thereof with artificial fibres for the manufacture of footwear and brief-cases.
60.02.00.00	Gloves, mittens and mitts, knitted or crocheted, not elastic nor rubberized.
60.03.00.00	Stockings, under-stockings, socks, ankle-socks, sockettes and the like, knitted or crocheted, not elastic or rubberized.
60.04.00.00	Under garments, knitted or crocheted, not elastic nor rubberized.
60.05.00.00	Outer garments and other articles, knitted or crocheted, not elastic nor rubberized.
	Knitted or crocheted fabric and articles thereof, elastic or rubberized (*including elastic knee-caps and elastic stockings*)*:*
60.06.00.99	Other.
61.01.00.00	Men's and boys' outer garments.
61.02.00.00	Women's, girls' and infants' outer garments.
61.03.00.00	Men's and boys' under garments, including collars, shirt fronts and cuffs.
61.04.00.00	Women's, girls' and infants' under garments.
61.05.00.00	Handkerchiefs.
61.06.00.00	Shawls, scarves, mufflers, mantillas, veils and the like.
61.07.00.00	Ties, bow ties and cravats.
61.08.00.00	Collars, tuckers, fallals, bodice-fronts, jabots, cuffs, flounces, yokes and

Continued on next page

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Tariff No.	Item
	similar accessories and trimmings for garments.
61.09.00.00	Corsets, corset-belts, suspender belts, brassieres, braces, suspenders, garters and the like (including such articles of knitted or crocheted fabric), whether or not elastic.
61.10.00.00	Gloves, mittens, mitts, stockings, socks and sockettes, not being knitted or crocheted goods.
61.11.00.00	Made up accessories for articles of apparel (for example, dress shields, shoulder and other pads, belts, muffs, sleeve protectors, pockets).
62.01.00.00	Travelling rugs and blankets.
62.02.00.00	Bed linen; table linen, and kitchen linen; curtains and other furnishing articles.
62.05.00.00	Other made-up textile articles, except dress patterns.
63.01.00.00	Clothing, clothing accessories, travelling rugs and blankets, household linen and furnishing articles (other than articles falling within heading No. 58.01, 58.02 or 58.03), of textile materials, footwear and headgear of any material, showing signs of appreciable wear and imported in bulk, bales, packs or similar bulk packings.
63.02.00.00	Used or new rags, scrap twine, cordage, rope and cables and worn out articles or twine, cordage, rope or cables.
64.01.00.00	Footwear with outer soles and uppers of rubber or artificial plastic material.
64.02.00.00	Footwear with outer soles of leather or composition leather; footwear (other than footwear falling within heading No. 64.01) with outer soles of rubber or artificial plastic material.
64.03.00.00	Footwear with outer soles of wood or cork.
64.04.00.00	Footwear with outer soles of other materials.
	Parts of footwear (including uppers, in-soles and screw-on heels) of any materia except metal:
64.05.00.99	Other.
64.06.00.00	Gaiters, spats, leggings, puttees, cricket pads, shin-guards and similar articles and parts thereof.
65.01.00.00	Hat-forms, hat bodies and hoods of felt, neither blocked to shape nor made with brims; plateaux and manchons (including slit manchons) or felt.
65.02.00.00	Hat-shapes, plaited or made from plaited or other strips of any material, neither blocked to shape nor with made brims.
65.03.00.00	Felt hats and other felt headgear, being headgear made from the felt hoods and plateaux falling within heading No. 65.01, whether or not lined or trimmed.
65.04.00.00	Hats and other headger, plaited or made from plaited or other strips of any material, whether or not lined or trimmed.
65.05.00.00	Hats and other headgear (including hair nets), knitted or crocheted, or made up from lace, felt or other textile fabric in the piece (but not from strips), whether or not lined or trimmed.
65.06.00.00	Other headgear, whether or not lined or trimmed.
65.07.00.00	Head-bands, linings, covers, hat foundations, hat frames (including spring frames for opera hats), peaks and chinstraps, for headgear.
66.01.00.00	Umbrellas and sunshades (including walking stick umbrellas, umbrella tents, and garden and similar umbrellas).
66.02.00.00	Walking-sticks (including climbing-sticks and seat-sticks), canes, whips, riding-crops and the like .
66.03.00.00	Parts, fittings, trimmings and accessories of articles falling within heading No. 66.01 or 66.02.
67.02.00.00	Artificial flowers, foliage or fruit and parts thereof; articles made of artificial flowers, foliage or fruit.
67.04.00.00	Wigs, false beards, hair pads, curls, switches and the like, of human or animal hair or of textiles; other articles of human hair (including hair nets).
67.05.00.00	Fans and hand screens, non-mechanical, of any material; frames and handles therefor and parts of such frames and handles, of any material.
68.10.00.00	Other articles of plastering material: only statues, statuettes, rosettes, columns, troughs, jugs, fancy articles and ornaments.
68.11.00.00	Articles of cement (including slag cement), of concrete or of artificial stone (including granulated marble agglomerated with cement), reinforced or not, excluding those for technical use.
69.10.00.00	Sinks, wash basins, bidets, water closet pans, urinals, baths and like sanitary fittings.
69.11.00.00	Tableware and other articles of a kind commonly used for domestic or toilet purposes, of porcelain or china (including biscuit porcelain and parian).
69.12.00.00	Tableware and other articles of a kind commonly used for domestic or toilet purposes, of other kinds of pottery.
69.13.00.00	Statuettes and other ornaments, and articles of personal adornment; articles of furniture.
69.14.00.00	Other articles, excluding those for technical or industrial use.
70.09.00.00	Glass mirrors, unframed, framed or backed, excluding rear-view mirrors.
70.10.00.00	Carboys, bottles, jars, pots, tubular containers and similar containers, of glass, of a kind commonly used for the conveyance or packing of goods; stoppers and other closures, of glass, excluding those for pharmaceutical and laboratory use.
70.13.00.00	Glassware (other than articles falling in heading No. 70.19), of a kind commonly used for table, kitchen, toilet or office purposes, for indoor decoration or for similar use.
	Illuminating glassware, signalling glass ware and optical elements of glass, not worked or of optical glass:
70.14.00.99	Other.
70.19.00.00	Glass beads, imitation pearls, imitation precious and semi-precious stones, fragments and chippings and similar fancy or decorative glass smallwares, and articles of glassware made therefrom; glass cubes and small glass plates, whether or not on a backing, for mosaics and similar decorative purposes; artificial eyes, of glass, including those for toys but excluding those for wear for humans; ornaments and other fancy articles of lamp-worked glass; excluding glass beads, imitation precious and semi-precious stones, arti-eyes other than those for wear by humans and glass grains (ballotini).
71.12.00.00	Articles of jewellery and parts thereof, of precious metal or rolled precious metal.
71.13.00.00	Articles of goldsmiths' or silversmiths' wares and parts thereof, of precious metal or rolled precious metal, other than goods falling within heading No. 71.12.
71.14.00.00	Other articles of precious metal or rolled precious metal.
71.15.00.00	Articles consisting of, or incorporating, pearls, precious or semi-precious stones (natural, synthetic or reconstructed).
71.16.00.00	Imitation jewellery.
73.34.00.00	Pins (excluding hatpins and other ornamental pins and drawing pins), hairpins and curling grips, of iron or steel.
73.36.00.00	Stoves (including stoves with subsidiary boilers for central heating), ranges, cookers, grates, fires and other space heaters, gas-rings, plate warmers with burners, wash boilers with grates or other heating elements, and similar equipment, of a kind used for domestic purposes, not electrically operated, and parts thereof, of iron or steel.
73.38.00.00	Articles of a kind commonly used for domestic purposes, builders' sanitary ware for indoor use, and parts of such articles and ware, of iron or steel.
73.40.04.99	Trunks, travelling chests, trinket boxes, cosmetic and powder boxes and cases, spectacle cases, cigarette cases, cigar cases, tobacco boxes, sweet and chocolate boxes, thimbles, book ends, ink wells, pen cases, blotters, paper fasteners, stamp holders and other office articles.
74.18.00.00	Other articles of a kind commonly used for domestic purposes, builders' sanitaryware for indoor use, and parts of such articles and ware, of copper.
74.19.00.99	Statues, vases, urns and crosses for adornment, trunks, travelling chests, trinket boxes, cosmetic and powder boxes and cases, spectacle cases, cigarette cases, cigar cases, tobacco boxes, sweet and chocolate boxes, thimbles, book ends, ink wells, pen cases, blotters, paper fasteners, stamp holders and other office articles; hairpins and curling grips and the like.
75.06.00.00	Household and sanitary articles and parts thereof; trunks, travelling chests, trinket boxes, cosmetic and powder boxes and cases, spectacle cases, cigarette cases, cigar cases, tobacco boxes, sweet and chocolate boxes, thimbles, book ends, ink wells, pen cases, blotters, paper fasteners, stamp holders and other office articles.
76.15.00.00	Articles of a kind commonly used for domestic purposes, builders' sanitary-ware for indoor use, and parts of such articles and ware, of aluminium.
76.16.00.99	Trunks, travelling chests, trinket boxes, cosmetic and powder boxes and cases, spectacle cases, cigarette cases, cigar cases, tobacco boxes, sweet and chocolate boxes, thimbles, book ends, ink wells, pen cases, blotters, paper fasteners, stamp holders and other office articles.
79.06.00.00	Other articles of zinc of a kind commonly used for domestic purposes, builders' sanitaryware for indoor use.
80.06.00.00	Other articles of tin for domestic use.
82.03.00.30	Depilatory tweezers.
82.04.00.99	Curling irons, tin openers, bottle openers, nut-crackers, cherry stoners, cork screws, button hooks, 'steels' and other knife sharpeners, pastry cutters and jaggers, graters for cheese, fruit, etc.; vegetable slicers, ice cream servers, butter curlers, egg slicers, ice picks, vegetable mashers, larding needles, pokers, tongs, rakers and cover lifts for stoves and other articles for domestic use.
82.08.00.00	Coffee-mills, mincers, juice-extractors and mechanical appliances, of a weight not exceeding 10 kg. and of a kind used for domestic purposes in the preparation, serving or conditioning of food or drink.
	Knives with cuttling blades, serrated or not (including pruning knives), other than knives falling within heading No. 82.06:
82.09.00.99	Other, excluding pruning and grafting knives and the knives falling within Section 2 of the Explanatory Notes.
	Razor and razor blades (including razor blade blanks, whether or not in strips):
82.11.00.60	Other.
82.11.00.99	Parts, excluding unfinished parts for ordinary safety razors and parts for electric razors.
82.13.00.99	Office articles, appliances for manicure and chiropody and the like.
82.14.00.00	Spoons, forks, fish-eaters, butter-knives, ladles and similar kitchen or table ware.
83.04.00.00	Filing cabinets, racks, sorting boxes, paper trays, paper rests and similar office equipment, of base metal, other than office furniture falling within heading No. 94.03.
83.06.00.00	Statuettes and other ornaments of a kind used indoors, of base metal.
83.07.00.99	Lamps for interior lighting, such as chandeliers, desk lamps, candelabra, etc.; and parts thereof; lamps for external lighting, such as street lamps, lamps for gardens etc., and parts thereof.
83.09.00.00	Clasps, frames with clasps for handbags and the like, buckles, buckle-clasps, hooks, eyes, eyelets, and the like, of base metal, of a kind commonly used for clothing, travel goods, handbags, or other textile or leather goods, excluding tubular rivets and bifurcated rivets, of base metal, used in industry.
83.12.00.00	Photograph, picture and similar frames, of base metal; mirrors of base metal.
84.15.02.01	Refrigerators, for domestic use, non-electrical.
84.15.02.99	Parts.
84.15.03.01	Refrigerators, for domestic use, with electrical unit.
84.15.03.99	Parts.
	Centrifuges; filtering and purifying machinery and apparatus (other than filter funnels, milk strainers and the like), for liquids or gases:
84.18.02.60	Centrifugal driers, electric, for domestic use.
84.19.00.57	Dish washing machines, for domestic use.
84.20.00.04	Bathroom scales.
84.25.00.02	Grass mowers.
84.25.00.99	Parts for grass mowers.
84.40.02.00	Washing and ironing machinery destined for domestic use, including parts thereof.
	Electro-mechanical domestic appliances, with self-contained electric motor:
85.06.00.01	Vacuum cleaners.
85.06.00.02	Liquefying, mixing or grinding appliances.
85.06.00.03	Floor polishers.
85.06.00.04	Room fans.
85.06.00.90	Other.
85.07.00.01	Electric shavers.
	Electric instantaneous or storage water heaters and immersion heaters; electric soil heating apparatus and electric space heating apparatus; electric hair-dressing appliances (for example, hairdryers, hair curlers, curling tong heaters) and electric smoothing irons; electro-thermic domestic appliances; electric heating resistors, other than those of carbon:
85.12.00.90	Electric, electro-thermic and electro-mechanical appliances for domestic use.
85.15.01.01	Television receivers, whether or not combined with gramophone or radio.
85.15.01.99	Cabinets.
85.15.02.01	Radio receivers, whether or not combined with gramophone.
85.15.02.99	Cabinets.
87.02.01.01	Motor vehicles with engine of any kind, with net weight (for complete unit in working order) up to 1,000 kg and of works cost (excluding optional improvements) not exceeding US $1,600.
87.02.01.01	Motor vehicles with engine of any kind, with net weight (for complete unit in working order) up to 1,000 kg and of works cost (excluding optional improvements) greater than US $1,600 and up to US $2,000.
87.02.01.03	Motor vehicles with engine of any kind, with net weight (for complete unit in working order) of more than 1,000 kg and up to 1,500 kg of works cost (excluding optional improvements) not exceeding US $2,000.
87.02.01.04	Motor vehicles with a net weight (for complete unit in working order) and/or works cost (excluding optional improvements) greater than those shown in the preceding sub-headings.
87.02.01.20	Special motor cars for racing.
87.02.03.01	Ambulances.
87.04.01.01	Chassis fitted with engines, for the motor vehicles falling within sub-heading 87.02.01.01.
87.04.01.02	Chassis fitted with engines, for the motor vehicles falling within sub-heading 87.02.01.02.
87.04.01.03	Chassis fitted with engines, for the motor vehicles falling within sub-heading 87.02.01.03.
87.04.01.04	Chassis fitted with engines, for the motor vehicles falling within sub-heading 87.02.01.04.
87.04.01.20	Chassis fitted with engines, for the motor vehicles falling within sub-heading 87.02.01.20.
87.09.00.01	Motor-cycles, auto-cycles and cycles fitted with auxiliary motor, with a net weight (in working order) per unit of up to 50 kg, excluding motor-cycles of more than 350 c.c.
87.09.00.02	As above, with a net weight per complete unit (in working order) of more than 50 and up to 100 kg, excluding motor-cycles of more than 350 c.c.
87.09.00.03	As above, with a net weight per complete unit (in working order) of more than 100 and up to 150 kg, excluding motor-cycles of more than 350 c.c.
87.09.00.04	As above, with a net weight per complete unit (in working order) of more than 150 kg, excluding motor-cycles of more than 350 c.c.
	Cycles (including delivery tricycles), not motorized:
87.10.00.01	Bicycles.
87.10.00.10	Tricycles.
87.10.00.99	Other.
	Spectacles, pince-nez, lorgnettes, goggles and the like, corrective, protective or other:

Tariff No.	Item
90.03.00.99	Frames and mountings for spectacles and pince-nez not included in previous sub-headings or this heading. (?)
90.04.00.99	Other.
90.05.00.00	Refracting telescopes (monocular and binocular), prismatic or not.
	Musical instruments not falling within any other heading of this Chapter (for example, fair-ground organs, mechanical street organs, musical boxes, musical saws); mechanical singing birds; decoy calls and effects of all kinds; mouth-blown sound signalling instruments (for example, whistles and boatswain's pipes):
92.08.00.01	Musical boxes.
92.08.00.02	Mechanical singing birds.
92.08.00.03	Whistles.
92.08.00.99	Other.
93.05.00.00	Arms of other descriptions, including air, spring and similar pistols, rifles and guns.
94.01.00.00	Chairs and other seats (other than those falling within heading No. 94.02), whether or not convertible into beds, and parts thereof.
94.03.00.00	Other furniture and parts thereof.
94.04.00.00	Mattress supports; articles of bedding or similar furnishing fitted with springs or stuffed or internally fitted with any material, or of foam rubber, whether or not covered (for example, mattresses, quilts, eiderdowns, cushions, pouffes and pillows).
95.02.00.00	Worked mother-of-pearl and articles of mother-of-pearl.
95.03.00.00	Worked ivory and articles of ivory.
95.04.00.00	Worked bone (excluding whalebone) and articles of bone (excluding whalebone).
95.05.00.00	Worked horn, coral (natural or agglomerated) and other animal carving material, and articles of horn, coral (natural or agglomerated) or of other animal carving material.
95.07.00.00	Worked jet (and mineral substitutes for jet), amber, meerschaum, agglomerated amber and agglomerated meerschaum, and articles of those substances.
96.01.00.00	Brooms and brushes, consisting of twigs or other vegetable materials merely bound together and not mounted in a head (for example, besoms and whisks), with or without handles.
96.02.00.99	Shaving brushes and articles for the home.
96.05.00.00	Powder-puffs and pads for applying cosmetics or toilet preparations, of any material.
97.01.00.00	Wheeled toys designed to be ridden by children (for example, toy bicycles and tricycles and pedal motor cars); dolls prams and dolls' push chairs.
97.02.00.00	Dolls, excluding mounted eyes, voices and movement mechanisms.
97.03.00.01	Other toys; working models of a kind used for recreational purposes, excluding special wires and mechanisms for mechanical toys, musical mechanisms for musical boxes, voices and key boards for musical toys and those laid down in special systems.
97.03.00.50	Materials and articles for aeroplane modelling, excluding those laid down in special systems.
97.04.00.00	Equipment for parlour, table and funfair games for adults or children (including billiard tables and pintables and table-tennis requisites), excluding wooden dice and wooden counters in grand and low relief, for parlour games and lotteries.
97.05.00.00	Carnival articles; entertainment articles (for example, conjuring tricks and novelty jokes); Christmas tree decorations and similar articles for Christmas festivities (for example, artificial Christmas trees, Christmas stockings, imitation yule logs, nativity scenes and figures therefor).
	Appliances, apparatus, accessories and requisites for gymnastics or athletics, or for sports and outdoor games (other than articles falling within heading No. 97.04):
97.06.00.99	Other.
97.07.00.99	Fish landing nets and butterfly nets, line fishing rods and tackle, hunting or shooting requisites such as decoy 'birds'.
97.08.00.00	Roundabouts, swings, shooting galleries and other fair-ground amusements; travelling circuses, travelling menageries and travelling theatres, excluding circuses, travelling buildings(?) for fairs, complete travelling theatres.
98.01.00.00	Buttons and button moulds, studs, cuff-links, and press-fasteners, including snap-fasteners, and press-studs; blanks and parts of such articles.
98.06.00.00	Slates and boards, with writing or drawing surfaces, whether framed or not.
98.10.00.00	Mechanical lighters and similar lighters, including chemical and electrical lighters, and parts thereof, excluding flints and wicks.
98.11.00.00	Smoking pipes; pipe bowls, stems and other parts of smoking pipes (including roughly shaped blocks of wood or root); cigar and cigarette holders and parts thereof.
98.12.00.00	Combs, hair-slides and the like.
98.13.00.00	Corset busks and similar supports for articles of apparel and clothing accessories.
98.14.00.00	Scent and similar sprays of a kind used for toilet purposes, and mounts and heads therefor.

VENEZUELA

Import restrictions

HM EMBASSY IN Caracus has reported that the Ministries of Finance and Development have imposed import licensing restrictions on imported fresh and preserved fruits.

Tariff Item No.	Description	Duty in Bolivars
051-01-00	Oranges and mandarines (†)	1·20
051-02-00	Citric fruits other than oranges and mandarines (†)	1·20
051-03-00	Plantains (Bananas) fresh (†)	1·00
051-04-00	Apples (*)	0·10
051-05-00	Grapes (*)	0·10
051-06-01	Pears (*)	0·10
051-06-02	Plums (*)	0·10
051-06-03	Melons (†)	1·00
051-06-04	Pineapples (†)	1·00
051-06-05	Strawberries and small fruit (*)	1·00
051-06-06	Cherries (*)	1·00
051-06-09	Non specified (*)	1·00
053-01-03	Fruits in alcohol, wine or liqueurs (*)	2·00
053-01-04-5	Fruits n.e.s. in other forms (*)	2·00
053-01-04-6	Fruits n.e.s. preserved in temporary solution (i.e. brine, sulphurous aqueous solutions etc.) (*)	1·00
053-02-00	Fruits, fruit peel and parts of plants, drained, glaced or crystallized (sweetened) flavoured or not (*)	4·50

(*) Previous importation licence required from Ministry of Development
(†) Importation prohibited or reserved for the national government

Further import restrictions

HM EMBASSY IN Caracus has reported that the Ministry of Development has ruled that in future only one copy of black-and-white cinematographic films may be imported into Venezuela. The copy to be imported may be either positive or negative. Colour films are not at present affected.

Import licensing restrictions

HM EMBASSY IN Caracus has reported that the Venezuelan Ministries of Finance and Development under their resolution No. 4416 of December 21 published in the *Official Gazette* of January 3, 1966, have imposed import licensing restrictions on certain categories of crystal and glass lampshades and fittings.

Tariff Item No.	Description	Duty in Bolivars
812-04-02-1-C	Unspecified (*)	1·00 + 25% *ad valorem*
812-04-02-1-D	Pyrex (*)	0·20
812-04-02-2-D	Unspecified (*)	2·00
812-04-04-1	Electric (*)	1·50

(*) A previous importation licence required from the Ministry of Development

The resolution enters into force from the date of publication, January 3, for items sent by post or sea. Goods whose consular documents or way bill bears the same or previous date are exempt from this requirement. Goods sent by air will have five days grace (until January 8) before this requirement enters into force.

JAMAICA

Industrial Incentives Law, 1956

THE JAMAICAN Minister of Trade and Industry is considering whether metal kitchen sinks should be declared 'approved products' for the purposes of the Jamaica Industrial Incentives Law, 1956.

'Approved manufacturers' of these products will enjoy income-tax relief, duty-free imports of building material, plant, machinery, etc., and other concessions.

Applications for the status of 'approved product' and 'approved manufacturer' are processed by the Jamaica Industrial Development Corporation, 4 Winchester Road, Kingston 10, Jamaica (PO Box 505). It would be appreciated if firms writing to the Industrial Development Corporation would copy their initial correspondence to the British High Commission, Commercial Department, PO Box 393, Kingston, Jamaica.

Inquiries about the above notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2273).

Import licensing arrangements

THE LIST of Exceptions to the Jamaica Open General Licence (see *Board of Trade Journal* of April 24, 1964, page 925) has been further amended by the addition of the following new items:

120. Domestic Refrigerators.
121. Ladies Handbags.

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 471).

DOMINICAN REPUBLIC

Consumption tax

HM EMBASSY in Santo Domingo report that as from January 1, 1966, Decree No. 361, dated August 10, 1964, which establishes an internal consumption tax of 15 per cent *ad valorem* on imported goods, has been extended again for six months.

BARBADOS

Industrial Incentives Act, 1963

BICYCLES AND TRICYCLES have been declared 'pioneer products' for the purposes of the Barbados Industrial Incentives Act, 1963.

A notice that consideration was being given to designate these products appeared in the *Board of Trade Journal* dated October 22, 1965, page 1000.

Applications for pioneer status are processed by the Barbados Industrial Development Corporation, PO Box 250, Bridgetown, Barbados. It would be appreciated if firms writing to the Development Corporation would copy their initial correspondence to the British Trade Commissioner, PO Box 225, Port of Spain, Trinidad.

Inquiries about the above notice should be addressed to the Board of Trade, Commercial Relations and Exports Department, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2273).

TRINIDAD AND TOBAGO

Customs tariff changes

THE FIRST SCHEDULE of the Trinidad and Tobago Customs Ordinance (Schedule of Import Duties and Exemptions) has been further amended by the substitution for items 112-03.01 and 112-03.02 of the following:

			Preferential Tariff	General Tariff
112-03.01	Beer and ale	gal.	$1·76	$2·56
112-03.02	Stout and porter	gal.	$1·76	$2·56

Inquiries about the above Notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 471).

Aid to Pioneer Industries Ordinance, 1950

METAL DOMESTIC AND HOUSEHOLD utensils and appliances have been declared 'pioneer products' for the purposes of the Trinidad and Tobago Pioneer Industries Ordinance, 1950.

A notice that consideration was being given to designate these products appeared in the *Board of Trade Journal* dated October 8, 1965, page 867.

The Trinidad and Tobago Government is considering whether the following products should be declared 'pioneer products' for the purposes of the same law:

Domestic stoves (electric and gas), hot plates, water heaters, washing machines, electric dishwashers, electric dryers and electric ovens.
Electric polishers and vacuum cleaners.
Cigarette filter rods.

'Pioneer manufacturers' of these products will enjoy income-tax relief, duty-free importation of construction material, plant, machinery, etc., and other concessions. The Trinidad and Tobago Customs Laws also provide for the exemption from payment of import duties on raw materials by approved industrial activities.

Applications for pioneer status are processed by the Trinidad Industrial Development Corporation, Salvatori Building, Independence Square, Port of Spain, Trinidad (PO Box 949). It would be appreciated if firms writing to the Industrial Development Corporation would copy their initial correspondence to the British Trade Commissioner, PO Box 225, Port of Spain, Trinidad.

Inquiries about the above notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2273).

Import licensing

TRINIDAD AND TOBAGO Government Notice to Importers No. 12 of 1965 amends the Open General Licence (see *Board of Trade Journal* of January 15, 1965, page 138) by the addition of the following items to the list of goods which require specific licences:

054-01 Potatoes, not including sweet potatoes.
054-09.33 Pumpkins.
055-02.049 Canned peas and beans.

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, E.C.4. (Tel. City 5757, Ext. 471).

Budget proposals

THE TRINIDAD and Tobago Budget 1966 proposes increases in the Customs duties levied on the following items:

Sugar	Beer
Coffee	Liqueurs
Cigarettes	Brandy
Leaf Tobacco	Gin
Cigars	Rum
Cameras and Optical Instruments	Whisky
Sporting Goods	Wines
Playing Cards	Vermouth
Toys and Games	Sherry
Kerosene	Diesel Oil
Lubricating Oil	Gasolene

A further notice will be issued as soon as details are available.

Inquiries about this Notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2273).

CANADA

'Made in Canada' ruling

THE FOLLOWING rulings have been made in Canada for Canadian Customs purposes:

Of 'a class or kind made in Canada':

Household type pressure cookers.
(Ruling effective February 11, 1966.)

Caffine citrate.
(Ruling effective January 11, 1966.)

Carbon dioxide cylinders in 5, 10 and 15lb. sizes.
(Ruling effective February 14, 1966.)

Fixed high wing, fixed undercarriage, single engine aircraft having a gross weight from 2,701 lb. to 3,300 lb. inclusive, as covered by the certificate of airworthiness issued by the Department of Transport.

Note: Single engine fixed wing aircraft for civilian use having a gross weight of from 4,500 lb. to 8,000 lb. inclusive, as covered by the certificate of airworthiness issued by the Department of Transport, have previously been ruled as types and sizes made in Canada.
(Ruling effective February 14, 1966.)

The above information is contained in Canadian Department of National Revenue Memoranda Series D51-9-2 and D55-33-1 dated January 11, 1966; D51-30-1 and D51-15-1 dated January 12, 1966.

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms, are published each week in the Board of Trade Journal *under the heading 'Information for Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Services Branch of the Board of Trade.*

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UNITED STATES

Tariff reductions

THE UNITED STATES is in the course of re-negotiating its Schedule of tariff concessions under the General Agreement of Tariffs and Trade with the other contracting parties to the GATT. This has been necessitated by the entry into force, two years ago (August 31, 1963), of the new United States tariff.

As part of these re-negotiations, the United States has recently made an agreement with Canada, which also provides for some reductions in duties as compensation for impairment of Canadian rights (arising out of the entry into force of the new tariff) in the United States Schedule of GATT concessions.

These compensatory reductions are listed below and under the GATT will apply to imports from those countries, including the United Kingdom, to which United States' MFN duties apply. The staging of the reductions (in five instalments) is required by the provisions of the US Trade Expansion Act.

Compensatory reductions (The bracketed language in the description column has been inserted only in order to clarify the scope of the numbered concession items).

TSUS item	Description	Prior to January 1, 1966	Rates of duty, effective January 1				
			1966	1967	1968	1969	1970
	Lumber and wood siding, drilled or treated; and edge-glued or end-glued wood not over 6 feet in length or over 15 inches in width, whether or not drilled or treated:						
	[Softwood lumber and siding, drilled, or pressure treated with creosote or other wood preservative, or both, but not otherwise treated.]						
	[Hardwood, edge-glued or end-glued, not drilled or treated.]						
202.54	Other	10% *ad val.*	9% *ad val.*	8% *ad val.*	7% *ad val.*	6% *ad val.*	5% *ad val.*
	Hardboard, whether or not face finished:						
	[Not face finished; and oil treated, whether or not regarded as tempered, but not otherwise face finished.]						
245.30	Other	30% *ad val.*	28% *ad val.*	26% *ad val.*	24% *ad val.*	22% *ad val.*	20% *ad val.*
	Building boards not specially provided for, whether or not face finished:						
	[Laminated boards bonded in whole or in part, or impregnated, with synthetic resins.]						
245.90	Other boards of vegetable fibres (including wood fibres)	5% *ad val.*	4% *ad val.*	4% *ad val.*	3% *ad val.*	3% *ad val.*	2·5% *ad val.*
	Crepe paper, including paper creped or partly creped in any manner:						
	[Creped as a secondary converting process after paper has been made.]						
253.20	Other	1·5c lb. + 3·75% *ad val.*	1·35c lb. + 3% *ad val.*	1·2c lb. + 3% *ad val.*	1·05c lb. + 3% *ad val.*	0·9c lb. + 2% *ad val.*	0·75c lb. + 2% *ad val.*
	Iron compounds:						
	[Sulphide (pyrites).]						
	[Sulphate (ferrous) (copperas).]						
418.94	Other	10·5% *ad val.*	9% *ad val.*	8% *ad val.*	7% *ad val.*	6% *ad val.*	5% *ad val.*
	Nickel compounds:						
	[Chloride.]						
	[Oxide.]						
	[Sulphate.]						
419.76	Other	10·5% *ad val.*	9% *ad val.*	8% *ad val.*	7% *aa val.*	6% *ad val.*	5% *ad val.*
	Selenium compounds:						
	[Dioxide.]						
	[Salts.]						
420.54	Other	10·5% *ad val.*	9% *ad val.*	8% *ad val.*	7% *ad val.*	6% *ad val.*	5% *ad val*
	Stone chips and spalls, and stone, crushed (otherwise than merely to facilitate shipment to the United States) or ground:						
513.34	Limestone.	20c short ton	18c short ton	16c short ton	14c short ton	12c short ton	10c short ton.
	Ferroalloys:						
	Ferrosilicon:						
607.50	Containing over 8% but not over 60% by weight of silicon	0·8c lb. on silicon content	0·76c lb. on silicon content	0·72c lb. on silicon content	0·68c lb. on silicon content	0·64c lb. on silicon content	0·6c lb. on silicon content
607.51	Containing over 60% but not over 80% by weight of silicon	1c lb. on silicon content	0·92c lb. on silicon content	0·84c lb. on silicon content	0·76c lb. on silicon content	0·68c lb. on silicon content	0·6c lb. on silicon content
	Locks and padlocks (whether key, combination, or electrically operated), luggage frames incorporating locks, all the foregoing, and parts thereof, of base metal; lock keys:						
	[Padlocks.]						
	[Cabinet locks.]						
	[Luggage locks, and parts thereof, and luggage frames incorporating locks.]						
646.92	Other	19% *ad val.*	18% *ad val.*	17% *ad val.*	17% *ad val.*	16% *ad val.*	15% *ad val.*
	Hangars and other buildings, bridges, bridge sections, lock-gates, towers, lattice masts, roofs, roofing frameworks, door and window frames, shutters, balustrades, columns, pillars, and posts, and other structures and parts of structures, all the foregoing of base metal:						
	[Of iron or steel:]						
	[Door and window frames.]						
	[Columns, pillars, posts, beams, girders, and similar structural units.]						
652.98	Other	19% *ad val.*	17% *ad val.*	15% *ad val.*	13% *ad val.*	11% *ad val.*	9·5% *ad val.*
660.10	Steam and other vapour generating boilers (except central heating hot water boilers capable also of producing low pressure steam), and parts thereof	13·75% *ad val.*	13% *ad val.*	13% *ad val.*	12% *ad val.*	12% *ad val.*	11% *ad val.*
	Producer gas and water gas generators, with or without purifiers; acetylene gas generators (water process) and other gas generators, with or without purifiers; all the foregoing and parts thereof:						
	[Apparatus for the generation of acetylene gas from calcium carbide, and parts thereof.]						
660.22	Other	14% *ad val.*	13% *ad val.*	13% *ad val.*	12% *ad val.*	12% *ad val.*	11% *ad val.*
661.20	Air-conditioning machines, comprising a motor-driven fan and elements for changing the temperature and humidity of air, and parts thereof .	11·5% *ad val.*	11% *ad val.*	11% *ad val.*	10% *ad val.*	10% *ad val.*	9·5% *ad val.*
	Parts of the foregoing machines [i.e. machines for making cellulosic pulp, paper, or paperboard; machines for processing or finishing pulp, paper, or paperboard, or making them up into articles]:						
668.04	Bed plates, roll bars, and other stock-treating parts for pulp or paper machines . .	13·5% *ad val.*	12% *ad val.*	11% *ad val.*	10% *ad val.*	8% *ad val.*	7% *ad val.*

(Continued on next page)

UNITED STATES, *continued*

TSUS item	Description	Prior to January 1, 1966	Rates of duty, effective January 1				
			1966	1967	1968	1969	1970
	Taps, cocks, valves, and similar devices, however operated, used to control the flow of liquids, gases, or solids, all the foregoing and parts thereof:						
	Hand-operated and check, and parts thereof:						
	[Of copper.]						
680.22	Other	22·5% *ad val.*	20% *ad val.*	18% *ad val.*	16% *ad val.*	13% *ad val.*	11% *ad val.*
	Gear boxes and other speed changers with fixed, multiple, or variable ratios; pulleys, pillow blocks, and shaft couplings; torque converters; chain sprockets; clutches; and universal joints; all the foregoing (except parts of agricultural or horticultural machinery and implements provided for in item 666.00 and parts of motor vehicles, aircraft, and bicycles) and parts thereof:						
680.50	Pulleys, pillow blocks, shaft couplings, and parts thereof	19% *ad val.*	17% *ad val.*	15% *ad val.*	13% *ad val.*	11% *ad val.*	9·5% *ad val.*
680.54	Chain sprockets, clutches, universal joints, and parts thereof	19% *ad val.*	17% *ad val.*	15% *ad val.*	13% *ad val.*	11% *ad val.*	9·5% *ad val.*
	Radiotelegraphic and radiotelephonic transmission and reception apparatus; radiobroadcasting and television transmission and reception apparatus, and television cameras; record players, phonographs, tape recorders, dictation recording and transcribing machines, record changers, and tone arms; all of the foregoing, and any combination thereof, whether or not incorporating clocks or other timing apparatus, and parts thereof:						
	[Television cameras, and parts thereof.]						
	[Radiotelegraphic and radiotelephonic transmission and reception apparatus; radiobroadcasting and television transmission and reception apparatus, and parts thereof.]						
	[Radio-phonograph combinations.]						
	[Record players, phonographs, record changers, turntables, and tone arms, and parts of the foregoing.]						
	[Tape recorders and dictation recording and transcribing machines, and parts thereof.]						
	Other:*						
†685.42	Radio-television-phonograph combinations	—	14% *ad val.*	13% *ad val.*	12% *ad val.*	11% *ad val.*	10% *ad val.*
692.60	Vehicles (including trailers), not self-propelled, not specially provided for, and parts thereof	16% *ad val.*	14% *ad val.*	13% *ad val.*	11% *ad val.*	10% *ad val.*	8% *ad val.*
	Aircraft and spacecraft, and parts thereof:						
	[Balloons and airships.]						
	[Gliders.]						
	[Kites, and parts thereof.]						
	[Airplanes.]						
	[Spacecraft.]						
694.60	Other parts	10% *ad val.*	9% *ad val.*	9% *ad val.*	8% *ad val.*	8% *ad val.*	7·5% *ad val.*
734.20	Game machines, including coin or disc operated game machines and including games having mechanical controls for manipulating the action, and parts thereof	11·5% *ad val.*	11% *ad val.*	10% *ad val.*	10% *ad val.*	9% *ad val.*	9% *ad val.*

* Existing TSUS item 685.50. † New item carved out of existing TSUS item 685.50.

Labelling and advertising of distilled spirits

THE UNITED STATES Internal Revenue Service will hold a public hearing on February 1, 1966, in Washington D.C. to obtain information concerning the ageing effect of storage in re-used cooperage on neutral spirits and also to consider amendment of regulations on labelling and advertising of distilled spirits with respect to whisky and neutral spirits. All interested parties, in person or by authorized representative, will be given an opportunity to speak at the hearing. Written data, views and arguments will also be considered if mailed to the Director, Alcohol and Tobacco Tax Division, Internal Revenue Service, Washington D.C. 20224.

Further information about the hearing may be obtained from Commercial Relations and Exports Department (United States Branch), Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2404).

VISITS OVERSEAS BY UNITED KINGDOM BUSINESSMEN

United Kingdom businessmen travelling overseas are urged, in their own interest, to give advance notice to Trade Commissioners and Foreign Service Officers if they propose to call on them, especially if it is intended to ask for information or other help which it may take time to prepare. It is often advisable to telephone for an appointment on arrival.

Export Services Branch and the Regional Offices of the Board of Trade, if approached, will pass information about pending business visits to Overseas Officers and provide letters of introduction.

COSTA RICA

Consumption tax on flat or corrugated sheets covered with asphalt

BY DECREE NO. 110 published in Costa Rica on December 25, 1965, a consumption tax has been imposed on flat or corrugated sheets covered with asphalt.

The tax is as follows:

Description	Tax
Up to 2·1 mm. in thickness	Colones 0·25 per square metre

Consumption tax on locally assembled or imported radios, radiograms and record players

BY DECREE NO. 111 published in the Costan Rican *Official Gazette* on December 25, 1965, a consumption tax has been imposed on locally assembled or imported Radios, Radiograms and Record Players.

The tax is as follows:-

	Tax
Up to Colones 300 (cost)	16%
301 Colones and over (cost)	20%

INDEX INQUIRIES

Inquiries about the detailed contents of the JOURNAL *(dates on which particular articles, etc., were published) should for convenience be made to the Board of Trade Library (Abbey 7877, Ext. 3038) who compile the half-yearly index to the Journal.*

EUROPEAN ECONOMIC COMMUNITY

Rules of Competition - restrictive trade agreements and domination of markets

THE *Journal Officiel des Communautés Européennes* dated January 6, 1966 contains the text of a Decision taken by the Commission of the European Economic Community concerning procedure under Article 85 of the Treaty of Rome concerning Restrictive Trade Agreements and Domination of Markets.

The following is an unofficial translation of the Commission's Decision:—

RESTRICTIVE TRADE AGREEMENTS AND DOMINATION OF MARKETS

(*Articles* 85 *to* 90 *of the Treaty establishing the EEC*)

DECISION BY THE COMMISSION OF DECEMBER 17, 1965

Concerning procedure under Article 85 of the Treaty

(*IV/A*-22491 '*Maison Jallatte S.A. – Hans Voss KG*'

'*Maison Jallatte S.A. – S.A. Ets Vandeputte*')

(only the French, German and Dutch texts are authoritative)

(66/5/EEC)

THE COMMISSION OF THE EUROPEAN ECONOMIC COMMUNITY,

having regard to the Treaty establishing the European Economic Community, and in particular Article 85 thereof,

having regard to Regulation No. 17 of February 6, 1962 (1), and in particular Articles 6 and 8 thereof,

having regard to the notification submitted on February 19, 1963, in accordance with Article 4 paragraph 1 of Regulation No. 17, by the firm Maison Jallatte S.A. of Nîmes, France, and concerning the two agreements concluded respectively between the notifying firm and

– the firm Hans Voss KG of Wenden über Braunschweig, Germany, on the one part,

– the firm S.A. Ets Vandeputte of Boechout (Lier), Belgium, on the other part,

after consulting the Consultative Committee on restrictive trade agreements and domination of markets in accordance with Article 10 of Regulation No. 17,

I

1. Whereas the main provisions of the agreement between the firm Maison Jallatte S.A. ('Maison Jallatte') and the firm Hans Voss KG ('Hans Voss'), as set out in the contract concluded on October 26, 1962 and in the explanations given on this subject by the Maison Jallatte in their letter of July 29, 1964, are as follows:

The firm Maison Jallatte entrust the firm of Hans Voss with the importation and sole distribution of their protective footwear in Germany, including West Berlin and excluding the Saar;

Hans Voss ensure the sale of the Maison Jallatte's protective footwear through their network of agents and Maison Jallatte transfer to them all their former customers in the above-mentioned territory;

Hans Voss set up a stock of protective footwear which is their property and decide freely whether an order is to be met from that stock or directly from the Maison Jallatte's works;

in both cases supplies are to be invoiced to Hans Voss at prices calculated carriage paid and before customs clearance;

the prices of sale to customers are freely determined by Hans Voss;

whereas, in addition, the agreement makes no provision for a clause prohibiting exports; whereas, moreover, the Maison Jallatte have stated that all their direct customers are free to choose the further destinations of the goods which they have bought from them;

2. Whereas the main provisions of the agreement concluded on December 5, 1962 between the firm of Maison Jallatte S.A. ('Maison Jallatte') and the firm S.A. Ets Vandeputte ('Vandeputte') are as follows:

the Maison Jallatte entrust Vandeputte with the agency and sole distribution of their protective footwear in Belgium;

the Maison Jallatte undertake, for the articles covered by the contract, not to make any offers to Belgian customers nor to supply goods to Belgium, except through the medium of Vandeputte;

the latter firm, for their part, undertake not to offer or sell. for the duration of the agreement, articles similar to those manufactured by Maison Jallatte;

Vandeputte must. in addition, set up a stock, which is their property, of the main models of protective footwear manufactured by Maison Jallatte; goods are supplied to customers from that stock;

the prices of sale to customers are freely determined by Vandeputte;

whereas, in addition, the agreement makes no provision for a clause prohibiting exports; whereas, moreover, Maison Jallatte have stated that all their direct customers are free to choose the further destinations of the goods which they have bought from them;

II

Whereas Article 85 paragraph 1 of the Treaty lays down that all agreements between undertakings which are liable to affect trade between Member States and which are designed to prevent, restrict or distort competition within the Common Market or which have this effect are incompatible with the Common Market and are prohibited;

1. Whereas the two agreements referred to have been concluded between undertakings and whereas it follows from them that Maison Jallatte have undertaken to supply only Hans Voss or Vandeputte in the territories conceded, thus preventing any undertaking established in those territories, other than the two concessionnaires, from buying the Maison Jallatte's products directly from Maison Jallatte;

whereas Articles comparable to the Maison Jallatte's can enter the markets in question and circulate in them and whereas, therefore, there can be competition at the production stage; whereas, however, for the articles in question, the products of the various manufacturers are individualized by their special characteristics; whereas that individualization, which is emphasized by a brand, enables users to show a preference; whereas for that reason competition at the distribution stage for articles of the same brand is of special importance; whereas under those circumstances the fact that only the two sole concessionnaires can obtain supplies directly from Maison Jallatte, besides restricting the liberty of the parties, has the effect of appreciably altering the position of third parties, in particular of traders other than the two sole concessionnaires, who wish to import the products under contract;

whereas, while the sole agency granted by the conceding firm is already enough to constitute a restriction of competition within the meaning of Article 85 paragraph 1, there is in addition, in the agreement concluded between Maison Jallatte and Vandeputte, an exclusive purchase clause according to which the concessionnaire undertakes not to market similar products of other brands; whereas that clause renders access to the Belgian market more difficult for other manufacturers of protective footwear, taking into account the fact that the marketing of that product requires special knowledge of a technical order and that this involves a certain restriction in the number of traders who are able to undertake it;

whereas, consequently, those two agreements are designed to restrict competition within the Common Market within the meaning of Article 85 paragraph 1;

2. Whereas the two agreements concluded by Maison Jallatte lay down the conditions under which the manufacturer's products will be imported from France into Germany and Belgium; whereas, therefore, trade between Member States develops under different conditions than it would do without those marked restrictions of competition, of which the impact on trade between Member States is of some importance; whereas, therefore, the agreements referred to are likely to affect trade between Member States;

3. Whereas, consequently, those agreements come within the field of application of Article 85 paragraph 1;

III

Whereas, in accordance with Article 85 paragraph 3, the provisions of Article 85 paragraph 1 may be declared inapplicable to any agreement between undertakings which helps to improve the production or distribution of products or to promote technical or economic progress, while allowing users a fair share of the resulting benefits (or profit), and does not

(a) subject the concerns in question to any restrictions which are not indispensible to the achievement of those objectives;

(b) enable such concerns to eliminate competition in respect of a substantial part of the products concerned;

1. Whereas the presence of sole concessionnaires responsible for imports renders marketing less complex for Maison Jallatte than having a multiplicity of contacts with a large number of traders abroad and whereas, in addition, it facilitates the information and technical aid given or even received by the manufacturer; whereas the concentration of sales in the hands of a single firm

(*Continued on next page*)

EEC, *continued*

on each market enables the conceding firm to have a better overall view of the commercial situation of those markets and consequently to adapt themselves more easily to them; whereas, moreover, the exclusive purchase clause provided for in the agreement between Maison Jallatte and Vandeputte encourages the sole concessionnaires to conduct their commercial activities with regard to protective footwear more intensively;

whereas besides other advantages for distribution result from the sales system set up by Maison Jallatte; the presence of sole concessionnaires, by enabling the difficulties arising from distances and from linguistic, juridical and other differences between the country of production and those of distribution to be overcome more easily, does in fact ensure that the products under contract are offered on the German and Belgian markets more regularly and more easily;

whereas the above facts and appraisals enable the conclusion to be drawn that the sole concession agreements notified by Maison Jallatte entail improvements in distribution compared with the situation which would exist in the absence of those agreements; whereas consequently the first condition of Article 85 paragraph 3 is fulfilled;

2. Whereas the users benefit from the improvements referred to above since they have more easily available to them products of foreign manufacture which are supplied to them rapidly;

whereas moreover those improvements in distribution are of a kind to lead to an increase in demand for the products covered by the agreements and therefore to a corresponding increase in production and better spreading of the manufacturer's fixed charges, which is confirmed by the sales figures at present available; whereas the firms Hans Voss and Vandeputte, being already well established, one on the market for protective and working footwear and the other on that for protective equipment in general, have not had to incur any special heavy expenses for equipment for marketing protective footwear and have been able to spread their fixed charges better; whereas the two above facts have enabled both the manufacturer and the sole concessionnaires to improve their costs and to transfer part of that advantage to the users;

whereas the possibility of imports being effected by other firms buying the products in question from an intermediary established outside the area covered by the concession is a preventive factor which is conducive to maintaining a balance of sales prices; whereas there is in addition on the German and Belgian markets for protective footwear effective competition which has a real influence on the price level, since the products in question are ones for which substitutes can to a certain extent be found and of which the purchasers are experienced buyers capable of comparing the respective qualities and prices; whereas moreover the Commission is not aware of any factors indicating that there is an abnormal disparity in the prices charged in the three countries where the parties to the agreements are established;

whereas the above-mentioned advantages accrue to the users and constitute for the latter a fair share in the benefits resulting from the agreements notified by Maison Jallatte, taking into account the limited nature of the restrictions of competition contained in those agreements;

3. Whereas the restrictions contained in the two agreements resulting from the exclusive sale clauses consist in Maison Jallatte's obligation to sell the products under contract only to Hans Voss in Germany and only to Vandeputte in Belgium; whereas Maison Jallatte have not in particular undertaken to refrain from supplying goods indirectly to the areas covered by the agreement and whereas their system of distribution does not prevent third enterprises established in those areas from obtaining the products under contract from firms other than the two concessionnaires; whereas the parties have not tried to obtain absolute territorial protection by preventing parallel importation by other means;

whereas the advantages listed above under 1. could only be obtained through those restrictions of competition, namely the granting of sole concessions, which can at present be regarded as indispensable for obtaining those advantages; whereas the information available to the Commission leads to the conclusion that in this particular case the improvement in distribution could not be achieved better by other sales systems;

whereas the additional restriction contained in the agreement concluded between Maison Jallatte and Vandeputte by which those concessionnaires undertake not to sell protective footwear other than that of Maison Jallatte is also indispensable for achieving more intensive marketing of Maison Jallatte's protective footwear, in other words, taking into account the situation of the market and the positions of the parties on it, in order that the sole concessionaires should concentrate their efforts on the sale of protective footwear of that brand;

whereas, consequently the concerns in question are not subject to any restriction which is not indispensable to the achievement of the objectives referred to in Article 85 paragraph 3;

4. Whereas Maison Jallatte's products are in direct competition with comparable products put on sale in Germany and Belgium by other firms; whereas, despite the obligation imposed on the concessionnaires Vandeputte to purchase only from Maison Jallatte, access to the Belgian market, including the choice of sole concessionaires, remains open to other manufacturers; whereas in addition neither Hans Voss nor Vandeputte, as sole concessionnaires, enjoy absolute territorial protection; whereas consequently the two agreements do not enable the concerns in question to eliminate competition in respect of a substantial part of the goods concerned;

5. Whereas consequently the conditions for a decision applying Article 85 paragraph 3 are fulfilled;

IV

1. Whereas the retroactivity of the decision to February 19, 1963, the date when the notification of the two agreements was received, is based on Article 6 paragraph 1 of Regulation No. 17;

2. Whereas the determination of the period of validity of the decision is based on Article 8 paragraph 1 of Regulation No. 17; whereas in order to determine that period it may be accepted that the *de facto* situation on which the decision was based will not change for a period of five years;

3. Whereas no opposition has been put forward by third parties as a result of the publication made in implementation of Article 19 paragraph 3 of Regulation No. 17 in the *Journal Officiel des Communautés Européennes* No. 179 of November 7, 1964,

HAS ADOPTED THE PRESENT DECISION:

Article 1

The provisions of Article 85 paragraph 1 of the Treaty establishing the European Economic Community are declared inapplicable, in accordance with Article 85 paragraph 3, on the one part to the agreement between the firm Maison Jallatte S.A. and the firm Hans Voss KG, as set out in the contract concluded on October 26, 1962 and in the statements contained in the Maison Jallatte's letter of July 29, 1964, and on the other part to the agreement between the firm Maison Jallatte S.A. and the firm S.A. Ets Vandeputte as set out in the contract concluded on December 5, 1962.

Article 2

The present decision shall take effect from February 19, 1963 and shall be valid until December 31, 1970.

It is addressed to the firm Maison Jallatte S.A. of Nîmes, France, the firm Hans Voss KG of Wenden über Braunschweig, Germany, and the firm S.A. Ets Vandeputte of Boechout (Lier), Belgium.

Brussels, December 17, 1965.

By the Commission
The President
Walter Hallstein

IRISH REPUBLIC

Suspended duties on some iron and steel products

THE GOVERNMENT of the Irish Republic have made an Order entitled the Imposition of Duties (Iron and Steel Products) (No. 2) Order, 1965. The effect of the Order is to extend until June 30, 1966, the suspension of the customs duties on certain iron and steel products at Tariff Heading Nos. 73.10, 73.11 and 73.13, in so far as they apply to iron or steel bars, rods, angles, shapes, sections, sheets and plates.

FRANCE

Duty quota for dried grapes

THE FRENCH *Journal Officiel* of December 24 announced that for the period January 1 to November 30, 1966, inclusive, the quota for the import of dried grapes (Tariff No. 08-04 BI) at a reduced rate of duty of 2 per cent has been fixed at 3,450 quintals net.

The full French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

Customs tariff amendments

THE FRENCH *Moniteur Officiel du Commerce International* of January 8, announced the following amendments to the French customs tariff:

Tariff No.	Description	Rate of duty %
38.19	Chemical products and preparations of the chemical or allied industries (including those consisting of mixtures of natural products), not elsewhere specified or included; residual products of the chemical or allied industries not elsewhere specified or included:	
	H. Catalysts	18·7 (1)
(1) This duty is reduced to 15·5% for catalysts intended for oil refining, subject to the conditions and the accomplishment of the control formalities fixed by the competent authorities.		
42.02	Travel goods (trunks, suitcases, hatboxes, travelling bags, haversacks, knapsacks, rucksacks, etc.), shopping bags, handbags, satchels, briefcases, wallets, purses, dressing cases, tool cases, tobacco pouches, sheaths, cases, boxes (for weapons, musical instruments, binoculars, jewellery, flasks, collars, shoes, brushes, etc.) and similar containers in natural leather or of leather substitutes, of vulcanized fibre, of artificial plastic sheeting, of paperboard or of textile fabric:	
	A. Of artificial plastic sheeting:	
	I. Kitbags, haversacks and knapsacks; handbags for ladies and girls (including evening bags); flexible cases and pouches, portfolios, wallets, cardcases, tobacco pouches and similar fancy leather goods	18·8
	B. Of other materials:	
	I. Kitbags, haversacks and knapsacks; handbags for ladies and girls (including evening bags); flexible cases and pouches, portfolios, wallets, cardcases, tobacco pouches and similar fancy leather goods	17·8
48.21	Other articles of paper pulp, paper, paperboard or of cellulose wadding:	
	B. Other:	
	III. Flush doors made of sheets of ground wood	19
	IV. Other	19
73.29	Chains and parts thereof, of iron or steel:	
	B. Chains other than transmission chains, rings and links for chains other than transmission chains	15·6
73.40	Other articles of iron or steel:	
	A. Of cast iron:	
	III. Cast iron bars obtained by continuous pouring	15·4
	IV. Other	15·4
	B. Other:	
	IX. Parts of chains other than transmission chains (split-rings, spring washers, snap hooks, tee-pieces, sheaves, etc.)	15·6
	X. Others	18·4
84.17	Apparatus and equipment, whether or not electrically heated, for the treatment of materials by a process involving a change of temperature such as heating, cooking, roasting, distilling, rectifying, sterilizing, pasteurizing, steaming, drying, evaporating, vaporizing, condensing or cooling, not being machinery or plant of a kind used for domestic purposes; instantaneous or storage water heaters, non-electrical:	
	F. Other:	
	II. Not specified:	
	a. Dryers:	
	1. } No amendment	No amendment
	2. }	
	b. Other apparatus and equipment	
94.01	Seats (other than those falling within heading No. 94.02), whether or not convertible into beds, and parts thereof:	
	A. Specially designed for aircraft:	
	I. Seats and parts thereof (other than those falling within sub-heading II)	13·7
	II. Chair bottoms or backs, palmette chairs, benches and similar articles	15·7
	B. Other:	
	I. Non-upholstered seats and chairs and parts thereof (other than those falling within sub-heading III)	17
	II. Upholstered seats and chairs and parts thereof (other than those falling within sub-heading III)	17
	III. Chair bottoms or backs, palmette chairs, benches and similar articles	18·6

The French text of the above notice may be seen at the Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

ITALY

Changes of taxation on woollen yarns and manufactures

CERTAIN CHANGES have been made in the course of the passage into law of the Italian Decree Law No. 1118 of October 7, 1965, which imposed for a period of two years increases in turnover tax on woollen yarns and manufactures. (See *Board of Trade Journal* notices of October 22, page 993, and November 26, page 1309.)

This is now on the Statute Book as Law 1309 of December 5, 1965. The special additional tax is not payable on raw wool for the manufacture of pressed felt, woollen mattresses or quilts. It is payable at the rate of 4 per cent on raw wool for the manufacture of woven felts, carpets and blankets.

Other smaller changes are also made.

A 'hand-out' on this subject has been prepared and is available from Export Services Branch (Tariff Section), Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, quoting CRE 10294/G. (Tel. City 5757, Ext. 449, 450).

THE NETHERLANDS

Import duty tariff quotas

A NETHERLANDS Ministerial Order No. D6/95 of January 10, 1966 ("*Nederlandse Staatscourant*" No. 6 of January 10), contains **Additions** (reproduced below) to the list of goods to be admitted at a reduced rate of import duty up to an annual quota specified against each item when imported from **non-EEC countries.**

Goods imported under the terms of this Order may **not** be re-exported from The Netherlands before they have undergone some form of further manufacture or treatment. (Cleaning, sifting, washing, dyeing, bottling, packing in bags, affixing labels, etc., will not be regarded as having been further manufactured or treated).

The Order came into force from January 12, 1966.
Additions

Tariff No.	Description of Goods	Annual Quota (Quantity: Metric tons)		Reduced Import Duty (Per cent)	
		OLD (Prior to Jan. 1, 1966)	NEW (From Jan. 1, 1966)	OLD (Prior to Jan. 1, 1966)	NEW (From, Jan. 1 1966)
ex 38.08 C III	Hydrogenated, polymerized and dimerized rosins	2,700	2,700	1·2	1·7
73.05 A	Iron and steel powders	1,500	1,500	2·0	2·9

A previous notice on The Netherlands Import Duty Tariff Quotas was published in the "*Board of Trade Journal*" of January 14, 1966, pages 104-105.

SPAIN

Suspension of customs duties

IN THE *State Gazettes* of December 29 and 30, 1965, the Spanish authorities announced the following regulations regarding import duties:

Tariff Heading	Description	Details
04-01 04-02 A 1 a 04-02 B 1	Fresh or dried milk	Suspension of duties extended to March 31, 1966.
04-05 B	Fresh eggs	Suspension of duties extended to April 6, 1966.
07-01 A 2	Potatoes, for consumption	Suspension of duties extended to February 28, 1966.
12-01 B 3	Soya beans	Suspension of duties extended to April 4, 1966.

Duties within contingency limits

IN THE *State Gazettes* of December 27 and 28, 1965, the Spanish authorities announced the following special rates of duty for imports within contingency limits:

Tariff Heading	Description	Details
48-01 D 3 c II	Other paper weighing 32 grammes or more per square metre, and containing more than 40% of mechanical pulp	Imports within a contingency limit of 3,500 tons, for a period of 6 months from December 27, 1965, to pay a duty of only 15%.
48-07 B 1	Embossed paper weighing 65 grammes or less per square metre	Imports within a contingency limit of 1,500 tons, for a period of 6 months from December 27, 1965, to pay a duty of only 18%.
55-01	Cotton, not carded or combed	Imports within a contingency limit of 50,000 bales to be allowed free of duty. A special transistory 'discount' of pesetas 9·20 per kilo on the 18% duty has been authorised for imports outside the contingency limit.

Inquiries about these notices should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460 or 462).

(Continued on next page)

SPAIN, *continued*

Customs tariff

IN THE *State Gazette* of December 27, 1965, the Spanish authorities announced modifications to certain sub-headings of their Customs Tariff and a general increase in import duties of paper and paperboard (Chapter 48). The revised sub-headings and import duties are as follows:

Tariff heading	Description	Import Duty	Transitory Duty
48-01	Paper and paperboard (including cellulose wadding), machine-made, in rolls or sheets:	%	%
	A. Condenser paper	24	9½
	B. Cigarette paper	28	24
	C. Kraft paper and kraft paperboard:		
	(1) Weighing from 32 grammes, inclusive, to 122 grammes, exclusive, per square metre	28	24
	(2) Weighing 122 grammes or more per square metre, other than paper and paperboard falling within subdivision 3	28	24
	(3) Special paper and paperboard for backing abrasives	5	3
	D. Other paper and paperboard:		
	(1) Weighing less than 18 grammes per square metre	28	24
	(2) Weighing from 18 grammes, inclusive, to 32 grammes, exclusive, per square metre	28	24
	(3) Weighing 32 grammes or more per square metre:		
	(a) Paper containing no mechanical pulp	28	24
	(b) Containing 40% or less of mechanical pulp	28	24
	(c) Containing more than 40% of mechanical pulp:		
	I. Newsprint for daily newspapers, water-marked(*)	17	9
	II. Other	28	24
48-02	Hand-made paper and paperboard	32	28
48-03	Parchment or greaseproof paper and paperboard, and imitations thereof, and glazed transparent paper, in rolls or sheets	32	28
48-04	Composite paper or paperboard (made by sticking flat layers together with an adhesive), not surface-coated or impregnated, whether or not internally reinforced, in rolls or sheets	29	25
48-05	Paper and paperboard, corrugated (with or without flat surface sheets) creped, crinkled, embossed or perforated, in rolls or sheets	29	25
48-06	Paper and paperboard, ruled, lined or squared, but not otherwise printed, in rolls or sheets	29	25
48-07	Paper and paperboard, impregnated, coated, surface-coloured, surface-decorated or printed (not being merely ruled, lined or squared and not constituting printed matter within Chapter 49) in rolls or sheets.		
	A. Impregnated with paraffin	32	28
	B. Estucados:		
	(1) Weighing 65 grammes or less per square metre	32	28
	(2) Other	34	32
	C. Other	32	28
48-08	Filter blocks of paper pulp	29	25
48-09	Building board of wood pulp or of vegetable fibre, whether or not bonded with natural or artificial resins or with similar binders	39	35
48-10	Cigarette paper, cut to size, whether or not in the form of booklets or tubes	39	35
48-11	Wallpaper and lincrusta, window transparencies of paper	39	35
48-12	Floor covering prepared on a base of paper or of paperboard, whether or not cut to size, with or without a coating of linoleum compound	29	25
48-13	Carbon and other copying papers (including duplicator stencils) and transfer papers, cut to size, whether or not put up in boxes	39	35
48-14	Writing blocks, envelopes, letter cards, plain postcards, correspondence cards; boxes, pouches, wallets and writing compendiums, of paper or paperboard, containing only an assortment of paper stationery	39	35
48-15	Other paper and paperboard, cut to size or shape:		
	A. Condenser paper	24	11½
	B. Paperboard for use in stereotype	19	15
	C. Other:		
	(1) In rolls of a width of:		
	(a) 50 mm. or less	39	35
	(b) More than 50 mm. but not more than 150 mm.	34	30
	(2) Other	34	30
48-16	Boxes, bags and other packing containers, of paper or paperboard:		
	A. Paper bags and tubes for the manufacture of bags	34	30
	B. Boxes	34	30
	C. Other	34	30
48-17	Box files, letter trays, storage boxes and similar articles, of paper or paperboard, of a kind commonly used in offices, shops and the like	34	30
48-18	Registers, exercise books, note books, memorandum blocks, order books, receipt books, diaries, blotting-pads, binders (loose-leaf or other), file covers and other stationery of paper or paperboard; sample and other albums and book covers, of paper or paperboard	39	35
48-19	Paper or paperboard labels, whether or not printed or gummed	39	35
48-20	Bobbins, spools, caps and similar supports, of paper pulp, paper or paperboard (whether or not perforated or hardened)	29	25
48-21	Other articles of paper pulp, paper, paperboard or cellulose wadding:	%	%
	A. Cards for statistical machines	44	40
	B. Dishes and the like of moulded or stamped paper pulp, paper or paperboard	39	35
	C. Other	39	35

*Its application to uses different from those indicated will be considered as a fraudulent act under the provisions laid down in General Tax Law.

SAUDI ARABIA

Agricultural machinery

THE SAUDI ARABIAN Ministry of Agriculture in Riyadh have made two announcements. The texts appeared in the Riyadh *Chamber of Commerce Bulletin* for October, 1965.

The first calls on importers of agricultural equipment to comply with the following:

(a) Any importer intending to import for the first time newly designed machinery and equipment should submit an application along with catalogues and designs for the approval of the Ministry before importing a sample.

(b) The Ministry, or one of its directorates, will test the sample three months from its delivery in order to establish its efficiency and suitability for the country.

(c) Permission to import under these regulations will be granted or withheld in the light of the results of the tests.

The second announcement lays down that:

1. Every importer should establish a branch in each agricultural district. It is to be provided with a permanent stock of spare parts when the number of engines reaches at least 150. An engineer and assistant must be engaged for every 50 engines.
2. Any district in which the Ministry has a branch is considered to be an agricultural district.
3. A workshop for maintenance and repair must be established in any agricultural district where more than 200 engines are available.
4. There is no objection to the establishment of workshops by different importers in partnership, sharing proportionately in the ratio of the equipment for which each is responsible.
5. These rules must be put into effect within six months. The percentage of profit during this period and until the establishment of workshops and branches is completed is limited to 25 per cent.
6. All directorates, units and offices of the Ministry have been informed of the contents of the announcement. They are to supervise its implementation and to report to the Ministry any delay in execution.
7. Any defaulter will be dealt with as laid down in the maintenance regulations. After the expiry of the limited period he will be prohibited from importing the whole range of agricultural equipment. His agency will be taken from him and transferred to an agricultural organization, the establishment of which has been approved under Royal Decree No. 6663 of 23.3.1385 AH.

All inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460/462).

AFGHANISTAN

New trading regulations

NEW REGULATIONS concerning the activities of foreign traders in Afghanistan have been approved by the Royal Afghan Government and will become effective from January 20, 1966.

These regulations are mainly concerned with the terms and conditions under which foreign traders may conduct their business in Afghanistan, but one Article is of particular concern to those British manufacturers at present represented by foreign trading companies in the country. An unofficial translation of Article 9 reads 'With respect to their importing activities, foreign traders possessing type "A" licences are permitted to import only products of their own country. Foreign traders who are citizens of one country may not import goods produced in another country.' Article 3 reads 'Type "A" licences shall be issued to foreign traders who are trading for their own account.'

In effect this means that the foreign traders in Afghanistan already representing British manufacturers will have to relinquish these agencies to Afghan firms and will not be permitted to accept new British agencies.

This situation could be relieved to some extent by the establish-

ment of a British trading company in Afghanistan, and efforts are being made to interest a British company in opening a branch in the country.

Inquiries about the new regulations should be addressed to Commercial Relations and Exports Department, Room 346, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2642).

ZAMBIA

Suspensions of duty

THE ZAMBIAN CUSTOMS AND EXCISE (Suspension) Regulations, 1966, revokes The Customs and Excise (Suspension) Regulations, 1965, as amended, and the Customs and Excise (Suspension) (Selected Goods) Regulations, 1965, published on page 1311 of the *Board of Trade Journal* on November 26, 1965.

The duties appearing in the customs tariff, in so far as they apply to the goods appearing in the Schedule below, are suspended to an extent sufficient to reduce such duties to the effective rates shown in the Schedule.

SCHEDULE

Item	Goods	Effective Rate Duty
Ex 58	Turkish type tobacco, unmanufactured	Free
Ex 76 (II)	Piece-goods, woven, crocheted or felted, n.e.e.:	
	(a) Containing more than 40% of wool *ad val.*	10%
	(b) Containing more than 50% of silk, n.e.e. *ad val.*	10%
	(c) Containing more than 50% of cotton, n.e.e. *ad val.*	20%
	(d) Containing more than 50% of flax, n.e.e. *ad val.*	10%
	(f) Other, n.e.e. *ad val.*	20%
Ex 102	Metal pressings, unfinished, not being stainless steel, when imported by a person approved by the Minister and under such conditions as the Controller may determine	Free
Ex 113	Component parts of rim locks, cylinder night latches, 2-lever mortice locks and 3-lever mortice locks, when imported by persons approved by the Minister and under such conditions as may be determined by the Controller	Free
Ex 113	Metal pressings, unfinished, not being stainless steel, when imported by a person approved by the Minister and under such conditions as the Controller may determine	Free
Ex 129	Motor vehicles and trailers therefor:	
	(a) Passenger:	
	(ii) Coaches and omnibuses	Free
	(b) Other:	
	(i) Lorries and vans, n.e.e., excluding 4-wheel drive vehicles; of a type approved by and under such conditions as may be determined by the Controller	Free
	(iii) Semi-trailers	Free
Ex 154 (c)	Radio parts, imported in a completely knocked down condition so that no two parts are in an assembled condition, but excluding valves, transistors and television cathode ray tubes	Free
Ex 202 (a)	Crude vegetable oils	Free
Ex 231 (b)	Milking salves and creams	Free
241	Potassium: bicarbonate, bichromate, bisulphite, carbonate, caustic potash, chlorate, chloride, cyanide, ferricyanide, ferrocyanide, iodide, metabisulphite, permanganate, silicate, sulphite, thiocyanate (sulphocyanide), xanthate including butyl, propyl and ethyl xanthate; in bulk	Free
244	Sodium:	
	(a) Bicarbonate, bichromate, bisulphite, carbonate, chlorate, ferrocyanide, metabisulphite, permanganate, phosphate, silicate, sulphate, sulphide, sulphite, thiocyanate (sulphocyanide), thiosulphate (hyposulphite), xanthate including isopropyl, amyl, butyl and ethyl xanthate: in bulk	Free
251	Footwear:	
	(a) Rubber-soled: with rubber uppers *ad val.*	5%
	(b) Canvas, of the tennis, gymnasium, hockey or basketball type *ad val.*	5%
	(d) Wholly or mainly of leather *ad val.*	5%
	(f) All other footwear, n.e.e., including slippers *ad val.*	5%
Ex 279 (b)	Parquet flooring fingers, loose, not exceeding dimensions of 5 in. x 1 in. x $\frac{1}{2}$ in.	Free
Ex 296 (1)	(a) Greetings cards imported for sale by or on behalf of the United Nations Children's Fund	Free
Ex 331 (2)	Ice	Free
Ex 331 (2)	Fluxes and other auxiliary preparations, n.e.e., in bulk, designed solely for use in soldering, brazing or welding	Free
Ex 331 (2)	Metal welding electrodes, n.e.e.	Free
Ex 331 (2)	Metal pressings, unfinished, not being stainless steel, when imported by a person approved by the Minister and under such conditions as the Controller may determine.	Free

Revised form of invoice

THE ZAMBIAN Customs and Excise (General) (Amendment) Regulations, 1966, revoke the previous form of invoice and provide a revised specimen form of invoice and combined certificate of value and origin to be used with exports to Zambia.

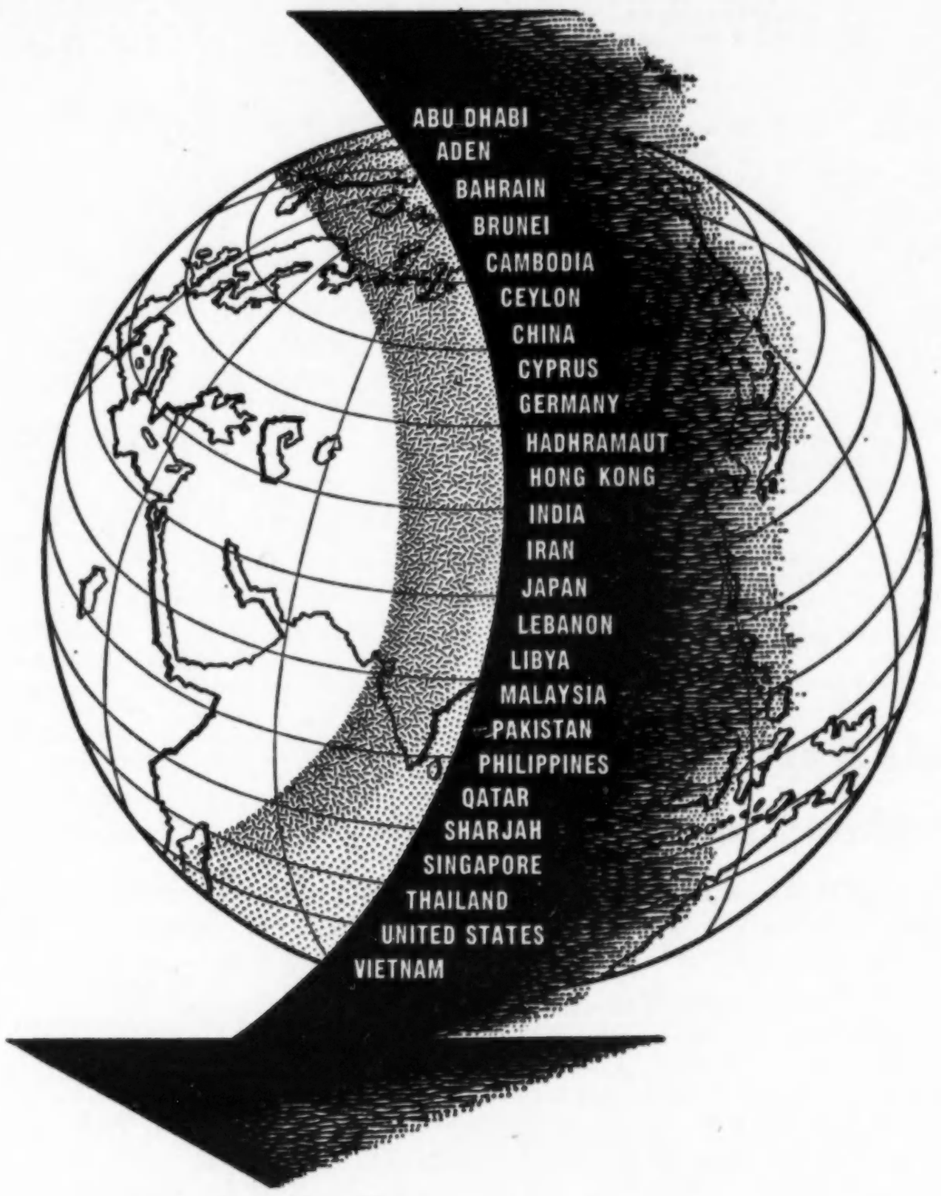
For details of the revised form, application should be made to the Export Services Branch, Board of Trade, Room E54, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 469).

REPUBLIC OF SOUTH AFRICA

Customs tariff changes

GOVERNMENT NOTICE R5, published in the Republic of South Africa

The best way to these EXPORT MARKETS



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THE IRANO BRITISH BANK (INCORPORATED IN IRAN)
THE COMMERCIAL BANK S.A.L. (INCORPORATED IN LIBYA)
THE CHARTERED BANK OF LONDON (INCORPORATED IN CALIFORNIA)

SOUTH AFRICA, *continued*

Government Gazette of January 7, sets out the following amendments to the Republics' customs tariff:

Tariff Heading		Statistical Unit	Rate of Duty		
			General	Most Favoured Nation	Preferential
59.03	By the substitution for the heading of the following:				
	59.03 Bonded fibre fabrics, similar bonded yarn fabrics, and articles of such fabrics, whether or not impregnated or coated:				
	59.03.10 Bonded fibre fabrics and similar bonded yarn fabrics, not impregnated or coated	lb.	10%		
	59.03.20 Bonded fibre fabrics and similar bonded yarn fabrics, impregnated or coated with artificial plastic materials	lb.	50%	15%	
	59.03.30 Bonded fibre fabrics and similar bonded yarn fabrics, impregnated or coated other than with artificial plastic materials	lb.	10%		
	59.03.90 Other	lb.	20%"		
98.07	By the substitution for the heading of tariff heading No. 98.07 of the following:				
	98.07 Date, sealing or numbering stamps, and the like (including devices for printing or embossing labels), designed for operating in the hand; hand-operated composing sticks and hand printing sets incorporating such composing sticks:				

MALAWI

Customs tariff changes

THE CUSTOMS AND EXCISE (Amendment) (No. 4) Act, 1965, gives details of changes in the Malawi customs tariff. The items affected and the new rates of duty are as follows:

PART II (Britain pays the Column D rate of duty)

Tariff Item	Item	Duty A	Duty B	Duty C	Duty D
129	Motor vehicles and trailers therefor:				
	By the addition to the item of the following Note after Note (4):				
	(5) In this item the term 'passenger' in relation to motor vehicles shall be deemed to include a motor vehicle of any type (not being a lorry as specified in paragraph (b) (i) of this item) designed or adapted or which, in the opinion of the Controller, is readily capable of being adapted, for the carriage of passengers, other than the driver, or which is in any manner advertised or stated to be suitable, either before or after importation, for adaptation as, or conversion into a passenger-carrying vehicle, or partly into a passenger-carrying vehicle, and partly into a goods-carrying vehicle.				
154	Radio, wireless and electrical sound reproducing and recording apparatus including radar and television apparatus, and accessories, but not including batteries:				
	(b) Wireless and television broadcast receivers; radio gramophones; electrical record players; electrical sound amplifiers; electrical sound reproducing and recording machines; cabinet loudspeakers; chassis complete or incomplete; and cabinets, imported separately, n.e.e.:				
	By the deletion of sub-paragraph (i) and by the substitution therefor of the following sub-paragraph:				
	(i) Broadcast receivers (excluding crystal sets with a value for duty purposes not exceeding £1) radio gramophones, record players, amplifiers; transistor type; and car radios:				
	(A) Broadcast receivers (excluding car radios), transistor type: of a value for duty purposes not exceeding £10 each *ad val.*	45%	35%	35%	20%
	and in addition	£4	£4	£4	£4
	(B) Other . . . *ad val.*	35%	25%	25%	10%
	and in addition per each	£2	£2	£2	£2

Suspension of duties

THE CUSTOMS AND EXCISE (Suspension) Regulations, 1965, published as Malawi Government Notice No. 299 revokes the Customs and Excise (Suspension) Regulations, 1963 and all subsequent amendments thereto and issues a revised list of goods on which duties are suspended to an extent sufficient to reduce such duties to the effective rates shown in the Schedule. These regulations came into operation on November 18, 1965.

	Item	Effective Rates			
		Duty A	Duty B	Duty C	Duty D
10 (1)	Chicory root, raw or dried only *ad val.*	15%	5%	5%	Free
13 (a)	Raw coffee . . *ad val.*	15%	5%	5%	Free
15 (a) (ii)	Wheat: ground or otherwise prepared	Free	Free	Free	Free
Ex 15 (b) (ii)	Barley, malted . *ad val.*	5%	Free	Free	Free
Ex 15 (e) (i)	Rice paddy . . *ad val.*	15%	5%	5%	Free
Ex 65 (m) (iii)	Athletic supports . . .	Free	Free	Free	Free
69 (a) (v)	Crash helmets	Free	Free	Free	Free
Ex 71	Lace (not including woven, crocheted or knitted wear) and embroidery:				
	(a) Lace and embroidery in the piece or in the form of insertions or medallions, n.e.e. . . *ad val.*	20%	20%	20%	10%
Ex 72 (3)	Pliable black plastic sheeting in the sheet or in the length, for packaging in industry, or of unmanufactured tobacco leaf *ad val.*	10%	5%	Free	Free
Ex 73 (b)	Elastic, covered; and ribbons *ad val.*	10%	5%	Free	Free
Ex 73 (b)	Trouser hooks and bars *ad val.*	7½%	Free	Free	Free
Ex 75 (2)	Plastic sheets of a width exceeding nine feet (other than sheeting in the piece or in the length) and plastic tents; on condition that:				
	(a) the plastic sheets or plastic tents are imported or taken out of bond solely for use in fumigation against insect pests; and				
	(b) when entering the plastic sheets or plastic tents on importation or removal from bond, the importer signs a certificate in the body of the relative bill of entry to the effect that the plastic sheets or plastic tents are intended for use in the fumigation of insect pests and that, if they are used otherwise or disposed of in Malawi the full duty will be paid to the Controller on the quantity so used or disposed of *ad val.*	15%	10%	10%	Free
Ex 82 (1)	Aircraft of a maximum loaded weighing not exceeding 5,000 pounds, and flight simulators for aircrew training *ad val.*	20%	Free	Free	Free
Ex 82 (1)	Aircraft for use in aerial surveys or in geological searches for minerals if imported after March 31 in any year and exported before December 1 in the same year . *ad val.*	20%	Free	Free	Free
Ex 82 (1)	Spare parts . . *ad val.*	20%	5%	Free	Free
Ex 86 (1) (a) (i)	Bicycles of a frame size not exceeding 16 inches . *ad val.* (*Note:* The frame size is deemed to be the measurement from the bottom bracket axle to the top of the seat tube.)	100%	30%	20%	10%
Ex 89 (c)	Buffers, moulded rubber, being truck or tub components, imported separately . *ad val.*	10%	5%	Free	Free
Ex 119 (2)	Traffic control beacon signals *ad val.*	20%	12½%	10%	Free
Ex 121	Copper sheets . . *ad val.*	10%	Free	Free	Free
Ex 154 (c) (ii)	Radio parts, imported in a completely knocked down condition so that no two parts are in an assembled condition, but excluding valves, transistors and television cathode ray tubes . . . *ad val.*	25%	15%	15%	Free
Ex 171 (e)	Waste glass (cullet) . . .	Free	Free	Free	Free
203 (1)	Reflective paints . . .	Free	Free	Free	Free
Ex 212	Glacial acetic acid . *ad val.*	10%	Free	Free	Free
Ex 231 (1)	Milking salves and creams *ad val.*	10%	Free	Free	Free
246 (1)	Substances for the prevention or destruction of weeds or pests, including sheep and cattle dips and dipping powders and materials suitable only for dip; substances for the prevention or cure of disease in plants or trees, including wetting preparations, n.e.e., and spreaders, n.e.e., in liquid or powder form used in conjunction with spray fluids; arsenic pentoxide, arsenious oxide, calcium arsenate, carbon disulphide, copper sulphate, copper tartrate, lead arsenate, sodium				

	Item	Effective Rates			
		Duty A	Duty B	Duty C	Duty D
	arsenite, sodium fluoride and zinc sulphate . *ad val.*	10%	Free	Free	Free
Ex 279 (a)	Round logs of a free-on-board value exceeding 4s. per cubic foot; stripped of bark and roughed down but not further treated. . . *ad val.*	5%	Free	Free	Free
296 (1) (f)	Ceramic transfers . *ad val.*	25%	15%	5%	Free
322	Matches including fusees, vestas and other patent lights used as such . per 7,200 matches	£0 5s. 6d.	£0 1s. 0d.	£0 1s. 0d.	Free
Ex 331 (1)	Soderberg carbon paste *ad val.*	5%	Free	Free	Free
Ex 331 (1)	Brass lead mouldings *ad val.*	5%	Free	Free	Free
Ex 331 (2)	Tube or pipe steel, chamfered and crimped. . *ad val.*	20%	12½%	10%	Free
Ex 331 (2)	Fortified or vitaminized limestone flour suitable for the fortification of maize meal *ad val.*	20%	12½%	10%	Free
Ex 331 (2)	Ice	Free	Free	Free	Free
Ex 331 (2)	Fresh milk, including pasteurized milk but excluding sterilized milk . . *ad val.*	10%	2½%	Free	Free
Ex 331 (2)	Chlorine gas . . *ad val.*	10%	2½%	Free	Free
Ex 331 (2)	Fluxes and other auxiliary preparations, n.e.e., in bulk designed solely for use in soldering, brazing or welding *ad val.*	20%	12½%	10%	Free
Ex 331 (2)	Zinc plate and sheet, coated and polished, of a type suitable for use in lithographic process engraving . . *ad val.*	10%	5%	Free	Free
Ex 331 (2)	Tarpaulin dressing, excluding bitumen based dressings, used for waterproofing . *ad val.*	20%	12½%	10%	Free
Ex 331 (2)	Metal welding, electrodes, n.e.e. *ad val.*	10%	5%	Free	Free
Ex 331 (2)	Moss fibre	Free	Free	Free	Free
Ex 331 (2)	Alkylates, n.e.e., suitable for use in the manufacture of anionic detergents . . *ad val.*	20%	12½%	10%	Free
Ex 331 (2)	Reflective liquids as may be approved by the Controller *ad val.*	Free	Free	Free	Free
Ex 331 (2)	Reflective tape and sheeting as may be approved by the Controller . . . *ad val.*	Free	Free	Free	Free

(Britain pays the Column D rate of duty.)

THE CUSTOMS AND EXCISE (Suspension) (Amendment) Regulations, 1965, published as Malawi Government Notice No. 310, provides for the following additional suspensions of duty with effect from November 18, 1965.

	Item	Effective Rates			
		Duty A	Duty B	Duty C	Duty D
6 (1)	Butterine, margarine, and similar butter substitutes . . per lb.	£0 0s. 2d.	£0 0s. 1d.	Free	Free
6 (4)	Compound lard and vegetable fats, n.e.e., and similar substances for use as food or for cooking . per lb.	£0 0s. 2d.	£0 0s. 1d.	Free	Free
Ex 129 (d)	Safety belts, made up for use in vehicles or boats	Free	Free	Free	Free

(Britain pays the Column D rate of duty.)

MALAYSIA

Tariff Advisory Board

THE BOARD OF TRADE have been informed by cable that a third list of more than 70 tariff items to be considered by the Tariff Advisory Board for inclusion in the Malaysian Common Market has been published.

Items are divided into seven notices of public inquiries:

Notice No. 3 Cement.
Notice No. 4 Aluminium Slugs and Containers of Aluminium.
Notice No. 5 Isopropyl Alcohol.
Notice No. 6 Matches.
Notice No. 7 Batek Cloth.
Notice No. 8 Jute Bags.
Notice No. 9 Printed Matter.

Hearings are to be held as follows:

Notice No. 3 in Kuala Lumpur February 8.
Notices Nos. 4 and 5 in Kuala Lumpur February 9.
Notice No. 6 in Kuala Lumpur February 10.
Notice No. 7 in Kotabahru February 14 and continued in Kuala Lumpur February 16.
Notice No. 8 in Kuala Lumpur on February 16, 17 and 18.
Notice No. 9 about March 15, 16 and 17.

With the exception of printed matter, evidence will also be taken on six other classes of goods in Jesselton February 22 and Kuching February 24.

We are informed that persons who propose giving evidence have to advise the Tariff Advisory Board in Kuala Lumpur of the fact by January 22, and in the case of printed matter before February 15, stating clearly product and capacity in which they appear, i.e. importer, manufacturer, etc. Initial evidence has to be in writing and submitted to Tariff Board before the following dates:

Notices No. 3 January 29, 1966; No. 4 January 31, 1966; No. 5 January 31, 1966; No. 6 January 31, 1966; No. 7 February 4, 1966; No. 8 February 6, 1966, and No. 9 March 7, 1966.

Simultaneously with the announcement of the Tariff Board hearings, import licensing has been imposed on three products included in the notices – aluminium slugs, aluminium containers and isopropyl alcohol.

TONGA

Import restrictions

UNDER THE Foreign Exchange Control Regulations, 1965, the Government of Tonga has lifted the restrictions (see *Board of Trade Journal* of April 30, 1965, page 979) on the importation of meat (frozen) and meat (tinned) as from November 1, 1965.

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 471).

AUSTRALIA

Tariff Board Inquiry

THE AUSTRALIAN Minister for Trade has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of **single engined aeroplanes, having an empty weight not exceeding 3,500 lbs.** (Tariff Item 88.02).

This reference has been made as a result of representations by **local** manufacturers.

Details of the Tariff Item under which the above-mentioned goods are dutiable are given below:

Tariff Item	Goods	Rates of Duty	
		General	Preferential
88·02	Flying machines, gliders and kites; rotochutes	7½%	Free

This matter has been reported by telegraph by HM Minister (Commercial) at Canberra, who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure, notification in this instance should be given to the Australian authorities **not later than February 9**. Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference No. C.R.E. 257/66.

Special Advisory Authority Inquiry result

A NOTICE was published in the *Board of Trade Journal* on December 10, 1965 (page 1418) to the effect that a reference had been made to the Australian Special Advisory Authority in respect of **polyethylene monofil, strip and imitation catgut, and polyethylene twine, cordage, rope and cable.**

The inquiry has now been held, and as a result of the Special Advisory Authority's recommendations the following changes have been effected:

(a) Imports of **Polyethylene monofil, strip and imitation catgut** (Tariff Items 51.02.11 and 51.02.92) are subject to a temporary additional duty equal to the amount by which the f.o.b. value is less than 48d. per lb. This new duty does not apply to goods in transit on or before November 26, 1965, and entered for home consumption within 21 days of importation.

(b) Imports of **polyethylene twine, cordage, rope and cable** (Tariff Item 59.04.99) are being brought under temporary quantitative restriction, and licences will be issued to importers on the basis of one-third of their average annual imports in 1964 and 1965.

Further details will be published as soon as possible.

Note: Specific rates are quoted in Australian currency: **£A125**= £100 sterling.

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